

Vol. 55

No. 18

THE NATIONAL PROVISIONER

NEW YORK AND CHICAGO

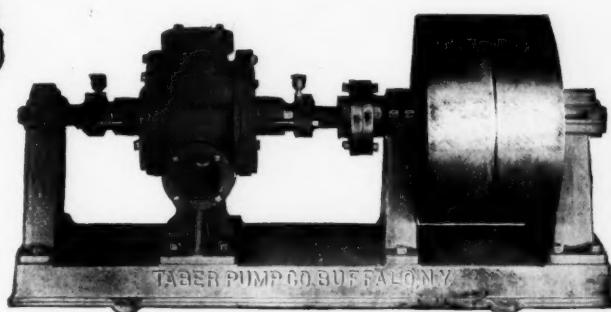
PUBLISHED EVERY SATURDAY

OCTOBER 28, 1916

TABER ROTARY PUMPS

FOR PUMPING SOAP, OILS, TALLOW,
GLUE, TANKAGE, ETC.,
HOLD THE WORLD'S RECORD
FOR
SIMPLICITY, ECONOMY and EFFICIENCY
SEND US YOUR SPECIFICATIONS

TABER PUMP COMPANY
BUFFALO, N.Y.



Established 1857

Rohe & Brother

Pork and Beef Packers and Lard Refiners

Export Office
344 Produce Exchange

Main Office
NEW YORK 527 West 36th Street

Curers of the Celebrated
"REGAL" Ham, Breakfast Bacon
and Shoulder.

Manufacturers of the
Famous Brand "PURITY" Lard.

GOODS FOR EXPORT AND HOME
TRADE IN ANY DESIRED PACKAGE

PACKING HOUSES

534 to 540 W. 37th St. 538 to 543 W. 38th St.
547 to 549 W. 35th St.

"EVERY OUNCE ENERGIZES"

ANHYDROUS **SUPREME** AMMONIA

Drop a line for a demonstration.

Supreme Means } Less Power—Less Coal—Less Expense.
{} More Refrigeration—More Satisfaction—More Efficiency.

MORRIS & COMPANY CHICAGO
U. S. YARDS

BATTELLE & RENWICK Established 1840
MANUFACTURERS OF
Saltpetre, Dble. Refd. Nitrate of Soda, Dble. Refd.
80 Maiden Lane, NEW YORK



Crescent Sanitary Bacon Hangers



The Latest in Bacon Hanger Devices

Simplicity and Strength. Frame being of sheet steel which laps over pin heads and holds them securely in place; malleable hook riveted to frame. Complete hanger hot tinned; almost indestructible. Bacon cannot slip off while in smoke house. Brecht Crescent Sanitary Hangers are easily and quickly cleaned. Write for prices, stating quantity and size desired.

We have them for the present in two sizes:

8 inch, weight 8 oz.

11 inch, weight 10 oz.

The Brecht Company

Established 1853

Exclusive manufacturers of machinery, equipment, tools and supplies pertaining to the meat and allied industries.

Main Offices and Factories: ST. LOUIS, MO. 1234 Cass Avenue

NEW YORK, 174-176 Pearl St.

PARIS

BUENOS AIRES

THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

PUBLISHED EVERY SATURDAY

Entered as second-class matter at the postoffice at New York, N. Y., under the act of March, 1873.

Vol. 55.

New York and Chicago, October 28, 1916.

No 18.

EXPORTS OF MEAT PRODUCTS.

Exports of meat and dairy products for the month of September showed nearly a gain of four million dollars over the same month of 1915. For the nine months ending with September 30, 1916, the increased value over the same period in 1915 was over six million dollars.

The September totals were \$21,115,299, compared to \$17,102,817 in September, 1915. As in August, the chief gain was in bacon, the amount being nearly six million pounds gain over 1915. Oleo oil gained over two million pounds over September, 1915, and canned beef two and a quarter million pounds, and lard over three million pounds. On the other hand, fresh beef exports were nearly twelve million pounds less than in September, 1915, or about a third of the amount. Pork dropped off also about two and a quarter million pounds for the month.

For the nine months, bacon exports totaled 60 million pounds, hams and shoulders two million, pickled pork, 36 million pounds more than for the nine months of 1915 and all other items show decreases. Canned beef exports fell off 22 million pounds compared to 1915, fresh beef 69 million pounds, lard over 20 million pounds and lard compounds 26 million pounds.

A synopsis of export guarantees and values for September, 1916 and 1915, follows:

	1916.	1915.
Beef, canned, lbs.	3,552,894	1,313,916
Beef, canned, value.	\$25,679	\$199,840
Beef, fresh, lbs.	6,668,567	18,467,738
Beef, fresh, value.	\$28,503	\$2,297,456
Beef, pickled, etc., lbs.	2,457,523	3,990,731
Beef, pickled, etc., value.	\$262,462	\$465,805
Oleo oil, lbs.	10,494,734	12,619,167
Oleo oil, value.	\$1,478,405	\$1,463,692
Bacon, lbs.	48,318,883	42,724,833
Bacon, value.	\$7,711,970	\$5,463,788
Hams and shoulders, lbs.	17,144,950	17,587,570
Hams and shoulders, value.	\$2,948,881	\$2,423,982
Lard, lbs.	31,978,381	25,744,296
Lard, value.	\$3,417,048	\$2,838,775
Neutral lard, lbs.	2,367,105	1,874,735
Neutral lard, value.	\$351,286	\$212,600
Pork, pickled, etc., lbs.	4,235,552	6,744,007
Pork, pickled, etc., value.	\$62,196	\$662,074
Lard compounds, lbs.	3,141,185	4,796,931
Lard compounds, value.	\$382,769	\$394,454
Total value, September.	\$21,113,299	\$17,102,817

For the nine months of this year and last, the figures are as follows:

Beef, canned, lbs.	39,191,437	61,116,625
Beef, canned, value.	\$8,617,535	\$9,513,515
Beef, fresh, lbs.	138,223,053	207,255,532
Beef, fresh, value.	\$17,123,236	\$26,727,584
Beef, pickled, etc., lbs.	22,852,066	35,032,026
Beef, pickled, etc., value.	\$2,478,063	\$3,810,817
Oleo oil, lbs.	65,053,947	76,405,749
Oleo oil, value.	\$8,626,392	\$9,210,015
Bacon, lbs.	423,423,995	368,888,455
Bacon, value.	\$60,367,401	\$48,744,726
Hams and shoulders, lbs.	209,407,303	207,794,205
Hams and shoulders, value.	\$31,814,495	\$28,827,929
Lard, lbs.	324,321,026	344,262,736
Lard, value.	\$38,079,935	\$37,276,699
Neutral lard, lbs.	23,818,649	23,522,001

Neutral lard, value.	\$3,001,721	\$2,672,622
Pork, pickled, etc., lbs.	\$4,559,081	48,261,075
Pork, pickled, etc., value.	\$9,897,967	\$5,079,147
Lard compounds, lbs.	\$3,946,984	49,797,161
Lard compounds, value.	\$3,827,495	\$4,239,603

Total value, 9 mos. \$195,688,049 \$189,282,443

SWEDEN PLANS FOOD CONTROL.

The Department of Commerce announced yesterday:

The Department of State is informed by the American Minister at Stockholm, Sweden, that, owing to the increasing shortage of raw materials, especially foodstuffs, the Swedish Government has made preliminary arrangements to control and distribute such supplies."

BRITISH BAN ON MEATS.

U. S. Consul General Skinner at London, England, has advised the Department of Commerce that the British government have made another extension to the "rationing of neutral countries" order that will fall heavily upon the American packers. An embargo has been placed upon shipments of meats, including bacon and fish from the United States and other countries. He also stated that the allies have consented to raise the blacklist embargo on four American firms, but neither the State Department nor the British Embassy will announce the names at present.

BRITISH REGULATE WHEAT AND FLOUR

It is reported from London that the British government has decided to appoint a royal commission, with Lord Crawford as chairman, to take the necessary steps to insure adequate and regular supplies of wheat and flour. This announcement was made in the House of Commons by Walter Runciman, president of the Board of Trade.

The possibility that large quantities of wheat at present locked up in grain exporting countries might be freed as a result of military operation led to a disinclination on the part of traders, Mr. Runciman said, to hold more stock than was absolutely necessary. It had become clear that the price of wheat could not be left safely to private enterprise.

As importation would in the future be in the hands of the State, he explained, the full benefit of the reduction in cost of carriage would accrue to the State. The system adopted by the requisitioning committee would be continued and the vessels requisitioned would be required to provide space at a fixed rate.

MEAT EXPORTS FROM BRAZIL.

The export of meat from Brazil increased in value from \$456,463 for the first eight months of 1915 to \$3,905,562 for the corresponding period in 1916, says Consul General Gottschalk at Rio de Janeiro, in "Commerce Reports." This export trade only began in November, 1914, but is generally regarded as being one of the chief source of future wealth of Brazil. The amounts in kilos (kilo = 2.2 pounds), with f. o. b. value, shipped for the first eight months of 1915 and 1916, with the countries of destination, follow:

	1915	1916
	Quantities, Values.	Quantities, Values.
	Kilos.	Kilos.
United States	285,163	\$48,625
France	48,620	7,533
Great Britain	2,160,729	375,247
Italy	151,082	25,053
Total	2,645,504	\$456,463
		19,693,723
		\$3,905,562

NEW FOOD LAW DECISIONS.

Announcements by the Bureau of Chemistry, Department of Agriculture, regarding recent decisions as to misbranding, labeling, adulterating, etc., include the following items:

186.—Compounds and other lard substitutes containing added water are regarded as adulterated under the Food and Drugs Act, even if the added water is declared on the label.

188.—It has come to the attention of the bureau that cereal is sometimes added to the mixture of spices sold as sausage seasoning. Cereals are not spices and are not recognized ingredients of sausage seasoning. Articles labeled or sold as sausage seasonings, which contain added cereal, are considered to be adulterated and misbranded, unless the articles are plainly labeled so as to show the presence of cereal.

MUNICIPAL SHOPS FOR ENGLAND.

Replying to a deputation yesterday at London on the subject of the high price of food and the low wages paid shopkeeping employees in the distributing trades, Walter Runciman, president of the Board of Trade, made the announcement that the Government was considering the whole question of a minimum wage for all workers.

He added that legislation might become necessary to deal with the sale of milk, and that the subject of municipal shops being established for the supply of bacon and other foodstuffs was also being considered.

Regarding the request that the Government should take over the wheat supply, Mr. Runciman pointed out the difficulties created by the fact that a large proportion of the grain comes from abroad.

MEAT SITUATION IN THE UNITED STATES

Production, Consumption and Prices as Shown by Statistics

By George K. Holmes, U. S. Bureau of Crop Estimates.

(Continued from issue of October 7.)

EDITOR'S NOTE.—This report, the most important result of the appointment of the National Commission several years ago, was summarized in a recent issue of *The National Provisioner*. Showing, as it does, that meat production has not kept pace with consumption, it will be of the greatest interest to producers and consumers alike.

SWINE—NUMBER OF ANIMALS IN STOCK.

Hogs do not fit into the agricultural economy of the various nations in the same ways and degrees that cattle and sheep do. This is partly on account of the corn crop, three-quarters of the world's production being derived from the United States, partly on account of other swine foods, partly on account of range conditions, the economical production of other animal foods for the human population, and on account of the climate, animal diseases, and other factors which need not here be mentioned.

The United States is by far the principal swine country of the world. The 70,500,000 swine on and off the farms in this country, estimated for June 1, 1910, are about as many as the swine in Argentina, Austria-Hungary, Canada, France, Germany, European Russia and the United Kingdom, and these are all of the countries that are of considerable swine production except China, the number of whose swine is enormous but unknown. A characteristic of swine that should always be borne in mind in a consideration of their number is their remarkable rate of reproduction.

United States.

Total swine.—The decennial census may find the number of swine unusually high on account of previous high price or, on account of the mortality from disease, unusually low. Subject to this possibility, the census found 26,000,000 swine in the United States in 1840, 33,500,000 swine in 1860, 47,700,000 in 1880, 57,400,000 in 1890, and 62,900,000 in 1900. In 1910 the census changed from June 1 to April 15, and the swine enumerators found only 58,200,000. If, however, the number of swine found at that date is increased to the number estimated to exist on the following first of June, the swine on farms in 1910, June 1, probably numbered 69,200,000. In 1900 the swine not on farms numbered 1,300,000. Therefore the total number of swine in this country on and off farms June 1, 1910, was undoubtedly about 70,500,000.

The 58,200,000 swine found by enumerators April 15, 1910, had increased, according to the estimates of the United States Department of Agriculture, to 65,400,000 in 1912, but the unusual prevalence of hog cholera in 1913 reduced the number to 58,900,000 in 1914. The next year, 1915, the number was estimated at 64,600,000, and in 1916 at 68,000,000. From the earliest record, therefore, there has been a persistent course of increase of swine in the United States.

Since 1900 swine have considerably increased in New England, and the number in 1916 is estimated to be 456,000; but this number is below the census number for 1840, which was 709,000, a number that has not since been equaled.

The same general fact pertains to the Mid-

dle Atlantic States, in which the number of swine in 1916 is 2,170,000, the highest number since 1890. No year, however, has equaled 1840, when the swine numbered 3,665,000.

The steady increase in number of swine in the East North Central States began with 5,600,000 swine in 1840, and continued to 16,000,000 swine in 1916. Apparently this latter number was exceeded in 1900, when the census reported a little over 16,000,000 swine, due perhaps to the later census date in 1900.

In the West North Central States the story is similar to that of the East North Central States. Beginning with 1,400,000 swine in 1840, the West North Central States had almost 24,400,000 swine in 1916, exceeded only by a little over 24,400,000 swine in 1900, perhaps on account of the later census date.

The Mountain States in 1916 had 1,300,000 swine, which had rapidly increased from 8,000 in 1840, but yet is comparatively a small number. Similarly, in the Pacific States the number in 1916, 1,700,000, is comparatively small, and yet it increased from 33,000 in 1840.

The South Atlantic States have now exceeded the number of swine possessed by them before the Civil War. In 1840 these States had 6,600,000 swine, in 1850, 7,500,000 swine, and in 1860, 7,200,000 swine. The recovery from the losses of the war and a radical change in the agricultural system have been slow until within the last very few years, and the recent rapid gain in swine to 7,700,000 in 1916 promises to continue as a result of new farm management.

The East South Central States have not done so well in swine progress as the South Atlantic States have. In 1840 the East South Central States had 7,700,000 swine, in 1850, 9,500,000, and in 1860, 8,000,000. The census of 1880 found 6,800,000 swine in these States, but the number declined to 5,400,000 in 1910, when the census date was April 15. If an estimate be made for June 1 of that year the swine may be supposed to have been about 6,500,000. Since 1910, swine in these States have increased from the census number, 5,400,000, to 6,600,000 in 1916, a number still far below the high-water mark of 1850.

The West South Central States, being largely composed of more recently settled country, have had a steadily increasing number of swine since 1840, or gain from 700,000 swine in 1840 to 7,800,000 in 1916.

As hogs are now distributed throughout the geographic divisions, the North Central States, extending from Ohio to the western line of Kansas, contain 59 per cent. of the national total; the Southern States, from the Atlantic Ocean to the western line of Texas, have 32 per cent. of the total; the remaining 9 per cent. are in the East and in the Mountain and Pacific States.

Other Countries.

Algeria.—The few swine in this country increased steadily from 87,000 in 1887 to 114,000 in 1912.

Argentina.—This country has so far preferred to sell corn rather than to feed it to hogs, and the rate of increase from 1908 to

1914 has been only 350,000 hogs a year, and since 1911 only 200,000 a year. The increase in the number of hogs and the maintenance of the stock of hogs seem to be due largely to alfalfa. From 1888 to 1914 swine in-

Australia.—Swine production is and always has been a small industry, comparatively, in Australia. There are fewer hogs in that country now than there were in the early nineties. In 1913 the swine numbered 800,000, and at no time has the number reached 1,000,000, except in 1904, 1905, 1910 and 1911, when this number was barely exceeded.

Austria.—This country gives the hog a prominent place in farm economy and has increased the number of swine from 3,500,000 in 1890 to 6,400,000 in 1910.

Hungary.—A similar fact is found in Hungary, and also the fact that corn is an important crop. From 1884 to 1911 Hungarian swine increased from 5,600,000 to 7,600,000, with considerable fluctuations in the meantime.

Belgium.—A steady increase of swine in this country from 1,200,000 in 1895 reached the total of 1,400,000 in 1913.

Brazil.—The only estimate of swine in Brazil was made in 1914 by the Minister of Agriculture, but the estimate is over 18,000,000 swine.

British East Africa.—The few swine in this country increased from 13,000 in 1908 to 15,000 in 1912.

British South Africa.—This is a country in which swine have not multiplied as might have been expected. In 1904 they numbered 700,000, and in 1911 only 1,100,000, an increase of less than 60,000 swine a year.

Bulgaria.—From 462,000 in 1892 the number of swine increased to 527,000 in 1910.

Canada.—According to the Census and Statistics Office of Canada, the number of swine has decreased from the 3,600,000 of the census of 1911 to 3,100,000 in 1915. The census of 1901 recorded 2,293,000 swine, and the census of 1891 found 1,734,000 swine. The decrease in swine in very recent years has occurred in spite of the rapid increase in number of farms.

Chile.—Apparently the 135,000 swine of 1901 increased to 339,000 swine in 1906, and afterwards decreased, with fluctuations, to 170,000 swine in 1913.

Colombia.—The only estimate of swine for this country that can be found is 2,300,000 for 1893.

Cuba.—The census of 1899 recorded 359,000 swine, which were all that had been spared in the preceding warfare. Normally, in previous years, the swine had numbered about 570,000. No information is provided for any year subsequent to 1899.

Denmark.—This very interesting country with respect to swine and bacon had 829,000 swine in 1893. Ten years later the number had nearly doubled, and was 1,457,000, but in 1909—six years afterwards—the number was only 1,468,000, or almost exactly the same as in 1903. Perhaps an economic limit to number of swine has been reached. The swine industry depends largely on the dairy industry in Denmark, and the dairy industry depends considerably on imported feeds.

Finland.—A slow but steady increase of swine from 194,000 in 1890, to 221,000 in 1907, is the record for this country.

(Continued on page 28.)

RUSSIAN MEAT EXPORT TRADE POSSIBILITIES

Packinghouse and By-Product Openings in That Country

By J. H. Torney, Vice President, R. Martens & Co., Inc.

I believe that it is quite worth while for American meat packers and manufacturers of animal by-products to study the possibilities of an export trade to Russia. Off-hand, it is difficult to say with any sort of precision what the prospects are, or how far the possibilities of the Russian market might be developed. Our Mr. Martens with corps of American and Russian engineers is now touring Russia preparing the way for increased interchange of trade between that country and America. They are including in their investigation the practicability of the importation into Russia of American meats and animal by-products.

It need not be assumed that Russia fails to produce enough of various kinds of meats to supply her home market. The fact that the United States imports beef from Argentina and at the same time exports its own beef to Europe indicates that the mechanism of supply is quite as important as the existence of the supplies themselves.

I have here a table for the year 1911, showing the number of beef cattle, of sheep and goats, and of pigs, in the different portions of the Russian Empire.

	Cattle.	Sheep and goats.	Pigs.
1911.			
European Russia (50 governments) ...	32,241,216	39,143,469	10,913,006
Poland (10 gov'ts) ...	2,205,648	650,701	587,228
Caucasus	3,915,226	11,605,061	1,180,633
Siberia	6,009,608	5,529,864	1,271,722
Steppes and Central Asia	5,250,719	21,101,420	135,213
	51,622,417	78,331,475	14,087,802

Of cattle, about 32 million and a quarter out of a total of 51,600,000, were in European Russia. Of sheep and goats practically 40 million were in European Russia, in a total of 78 million for the whole empire; of pigs, 11 millions were in European Russia out of 14 millions for the whole empire.

These figures, though they are fairly recent, do not throw much light on the question of a market for American meats in Russia.

American Beef to Russia at a Profit.

It is probably possible for the American packer, shipping his meat products in refrigerating ships, to lay down the best American beef at the seaboard of Russia at a price which would give him a good profit, and which would in all likelihood practically command the Russia market at that particular point. It is true, too, that Australia can lay down her chilled mutton at many points in Russia for a lower price than Russia herself can supply similar meat.

The difficulties in the way of developing a Russian trade in American meats are of a sort that should stimulate the American packer to undertake the development of such markets.

These difficulties are of two main kinds. In the first place there are no adequate refrigeration facilities in the interior of Russia for the storage of American chilled beef while it is awaiting sale. In the second place, there is no adequate system of railway refrigeration by which American chilled meats which have once reached the Russian seaboard can be preserved while in transit to the interior cold storage warehouses which for the most part do not exist.

Do not think that the Russian Government or the Russian merchant is blind to the insufficiency of the country's equipment in this direction. Some years before the war the establishing of a great refrigeration and cold storage system was undertaken by the government and by several local governments and private firms, in full recognition of the necessity of developing this modern system for handling animal foods; but the task in itself was enormous, and the war has naturally curtailed its execution, although some important progress has already been made. Yet it was not until 1912 that Moscow had a cold storage warehouse for meats; this was erected at the terminal of the Moscow-Kazan Railroad.

Must Help to Provide Refrigeration Facilities.

Here, then, is one of the important tasks before the American meat packer seeking a

and transporting meat products to these main centers.

One distinguishing feature of the American beef industry is the concentration of beef cattle for fattening in comparatively close proximity to the slaughtering houses, and to the cold storage warehouses in which the dressed meats are kept until drawn upon by the market.

Russia Lacks Centralized Packing Facilities.

There is nothing of this sort in Russia. Beef from Western Siberia, mutton from the Steppes, and both these meats from various parts of European Russia, are shipped alive to the great consuming centers of the interior such as Moscow. The freight charge is high, the shrinkage is of course large. When such stock reaches Moscow there is no provision for fattening it just before slaughtering; and there is no adequate provision for cold storage after it is slaughtered.

The consequence is that Russian domestic meats are frozen meats during half of the year, while in the summer time live food animals brought to the interior cities, and slaughtered there, furnish a supply of meats which has to be disposed of very rapidly in order to avoid heavy loss by spoiling due to too high temperature.

It might be noted, also, that the tendency of cattle breeding in Russian and Western Siberia during the last decade or more has not been very favorable to the production of a large beef supply. The taking up of agricultural lands in Southern Russia has tended to limit the supply of pasture, and, therefore, the number of cattle brought to maturity. In Siberia the bulk of the beef animals are cows raised primarily for the rapidly growing dairying industry.

What I have said is, of course, only in general terms, and attempts to be nothing but a rough outline of some of the main points in the general situation. But it is generally true that all peoples will eat the best meat they can pay for, if the meat is offered to them; and there would seem to be no reason for doubting that the Russian people would follow this universal rule.

Therefore, there would seem to be a strong incentive for American packers who have resources and are willing to study the details of Russia's condition in regard to meat supply, to try to provide in that country some of the missing storage and transport facilities that are necessary for taking the imported meats into the country, and holding them there safely while the local markets have time to consume them.

Put on a Trial Meat Car Route.

It would be interesting to see whether some American packer could not arrange to supply at some Russian ports a few American refrigerator cars, making arrangements with the railway company or with the government for the transportation of his meat products to some interior market at which he could provide the necessary cold storage.

In my opinion, so far as I have been able to judge of the somewhat complex conditions in Russia, it would be well worth while for American meat packers at least to investigate the situation thoroughly.

There is already in Russia some demand for certain animal by-products, of which the Russia Trade Corporation of America, a subsidiary of R. Martens & Company, have lately exported some considerable quantities from this country. The problem of organizing a continuous and profitable export trade of meats and by-products together is a large one, but your association is quite competent to carry out the necessary investigation, and I should be surprised if the results of careful study did not disclose a very promising opportunity in Russia.

Russia imports food products. In 1913 the total value of such imports was 166,107,000 roubles, but of this considerable total imports of animals represented only 3,100,000 roubles, a little less than 2 per cent. of the total. I believe that these figures do not lie, but I would advise you to rely on your own investigations for their interpretation. Our engineering staff are at your service in assisting you along these lines.



J. H. TORNEY
(Vice-President R. Martens & Co., Inc.)
Authority on Trade With Russia.

PRACTICAL POINTS FOR THE TRADE

ACTUAL PACKINGHOUSE TESTS.

[EDITOR'S NOTE.—Every packinghouse superintendent keeps a record of tests, which is his most precious possession, and which serves him as a guide and reference in succeeding operations. It is only actual tests that tell the story in packinghouse practices; theory is all right, but practical results are a necessary guide always. The National Provisioner has printed on this page of "Practical Points for the Trade" many tests of this sort, in answering inquiries from subscribers. It has many more of these test results at its command, and will publish them from time to time for the general information of readers, instead of withholding them until some specific inquiry is made.]

HANDLING BONE, HORNS AND HOOFS.

A subscriber in the South writes as follows:

Editor The National Provisioner:

What information can you give me concerning the best method of handling the bones, hoofs and horns from our cattle slaughter?

Bones should be sawed so as to get as heavy an average as possible, but not into the knuckle, or the buyer will dock on the average weight, claiming too much web is on them. Aside from this, it takes longer to cook the oil out of bones with too much web, though to overcome this some operators punch a hole through the web prior to cooking.

Bones should be cooked in an open vat. Round shins are placed in the water and the temperature thereof raised to 180 deg. F., and cooked for 3 to 4 hours. Flat shins are placed in water in a temperature of 190 deg. F. and cooked 4 to 5 hours. Another method is to cook round shin bones 4½ hours at 180 deg. F., and flat shin bones the same time at 190 deg. F., and allow to stand overnight in the water.

Skim off the neatfoot stock, then let the water off and at the same time sprinkle the bones with hot water, so as to wash off any grease that may remain on them. The water, of course, is run to another receptacle and all the grease possible is taken therefrom.

Again, some run off the water the bones have been cooked in, then fill the vat with clean hot water, and raise the bones out of

the vat with a counterweight, the bones being in a cage. This is the best way.

Bones for manufacturing purposes should not be under or overcooked; in the first place they are objectionable because grease-soaked, and in the second case because they are "chalky."

Hard bones require more cooking. Skulls should be cooked 10 hours at 200 deg. F., then skim off the oil and recook 3 hours. Knuckles and feet should be cooked 12 hours at 200 deg. F., then skim off the oil and re-cook 3 hours.

The time given for cooking should be varied according to the size and quality of the bones. It is preferable to sort the bones before cooking, and put the different grades in separate vats, as often when bones are cooked together of different sizes some will be overcooked and chalky and others undercooked and hence greasy and discolored.

Hoofs should be put in a vat filled with water and cooked 15 to 20 minutes at a temperature of 150 deg. F., and should be tried now and again until they are found to shell easily; they should not be left in the water too long.

Horns are treated in the same manner, excepting the water should be about 180 deg. F., and about ten minutes is usually long enough to soften them. The piths are dried and later utilized for glue.

Horns should be dried in a room with plenty of outside air circulation, but not too dry. Artificial heat will check or crack the horns, which deteriorates their value. Storage of horns should be in a room where there is more or less moisture, but not sufficient to cause mold.

There are two methods of drying bones—air-dried and coil-dried. Bones that are spread on racks in a hot room five or six days are designated "air-dried." Bones that are spread on screens over or between steam coils, so as not to burn them, are known as "coil-dried." Skulls, jaws, knuckles and feet

are usually dried in this way.

In the first place, all bones should be thoroughly washed free of blood and dirt as they come from the killing floor prior to cooking, sausage and glue material being also trimmed therefrom, of course. The list of products, when finished, consists of round and flat shin bones; skulls, jaws, knuckles, hoofs, horns and piths; cheek meat, head meat, brains, sinews, tallow, head and neatfoot oils.

Bones cooked under pressure are known as "steam" bone and used for fertilizer. Shop bones will yield, cooked with direct steam in a pressure tank, about 12 per cent. grease, 35 to 40 per cent. fertilizer or tankage, and about 10 per cent. of glue.

Machinery necessary for treatment includes revolving bone washers, fitted with water sprays; adjustable bone saw and table, saw 18 inches, No. 16 gauge, five teeth to the inch; combined power hoof and horn sheller; wooden vats for cooking, fitted with bottom racks, or better, with cage, so as to be raised containing the bones out of the cooking water; scalding vats for hoofs and horns, all vats fitted with perforated steam coils and water connections, partitioned if so required; drying coils and wire screen for coil drying; and wooden racks for air drying.

Cold water is the best blood eliminator.

DOLLAR DECLINES IN VALUE.

Despite the fact that the United States, by reason of the war, has become the financial hub of the world, the American dollar has declined in value in purchasing value in this country. Compared with what the dollar would buy in 1907, and in 1915, according to figures compiled by the Bureau of Labor Statistics, it will only buy now 81 cents worth of food as a whole; 66 cents worth of beefsteak; 75 cents worth of bacon; 76 cents worth of flour; 85 cents worth of eggs; 80 cents worth of sugar; 91 cents worth of creamery butter; 92 cents worth of coal.

One of Our Customers Wrote in a Letter Unsolicited

"We found the Evaporator worked out to perfection, nothing could be improved upon, no trouble was found during the whole process, at no time did the light liquor boil above the first peek, the intake was steady during the whole operation, same regulated to offset evaporation, requiring practically no attention at all from the operator.

"You surely have an excellent type evaporator and we compliment you highly on the model of this machine."

SWENSON EVAPORATOR CO.

Single and
Multiple Effect

945 Monadnock Block, Chicago.

Any Capacity
Any Liquor

THE
NATIONAL PROVISIONER
 New York and
 Chicago
 Official Organ American Meat Packers'
 Association

Published by
The Food Trade Publishing Co.

(Incorporated Under the Laws of the State of New
 York)

at No. 116 Nassau St., New York City.

GEORGE L. McCARTHY, President.
 HUBERT CILLIS, Vice-President.
 JULIUS A. MAY, Treasurer.
 OTTO V. SCHRENK, Secretary.
 PAUL I. ALDRICH, Editor.

GENERAL OFFICES.

No. 116 Nassau St. (Morton Building), New York,
 N. Y.

Cable Address: "Sampan, New York."
 Telephone, No. 5477 Beckman.

WESTERN OFFICES.
 Chicago, Ill., 533 Postal Telegraph Building.
 Telephone, Harrison 476.

Correspondence on all subjects of practical interest to our readers is cordially invited.

Money due **THE NATIONAL PROVISIONER** should be paid direct to the General Office.

Subscribers should notify us by letter before their subscriptions expire as to whether they wish to continue for another year, as we cannot recognize any notice to discontinue except by letter.

TERMS OF SUBSCRIPTION INvariably IN

ADVANCE, POSTAGE PREPAID.

United States	\$3.00
Canada	4.00
All Foreign Countries in the Postal Union, per year. (21 m.) (26 fr.)	5.00
Single or Extra Copies, each.....	.10

SOUTH AS MEAT PRODUCER

The South is destined to become the great food-producing section of this country and to afford homes for the constantly increasing population, according to the views of Southerners who have studied the subject. They believe that at last the South has found herself. Regarded as a purely agricultural country, devoted mainly to cotton, it has been shown that manufactures of the South aggregated \$4,000,000,000 in 1915, exceeding by more than \$4,000,000 the entire output of agriculture in all its branches.

The South has not been regarded generally as a corn country, but its crop in 1915 was valued at \$786,000,000, or \$36,000,000 more than the value of the cotton crop. Yields of more than 200 bushels of corn to the acre were produced by some of the Southern boys.

Attention is called also to the fact that the United States is losing in emigration to Canada every year about 120,000 people, who are leaving the high-priced agricultural lands of the Western States. If these people were turned South they would find lands awaiting them just as productive as and cheaper than the lands of the West and Northwest, and they wouldn't have to go to Canada. It is believed that the South will eventually play a very important part in solving the high cost of living problem.

The statement is made also that prior to 1861 a large part of the beef cattle of this

THE NATIONAL PROVISIONER.

II

19

country were produced in the South. The war took this industry away, and the popular idea lately has been that cattle do not thrive in the South. The fact is that cattle, hogs and livestock of every description are in a most prosperous condition in the South, and that that section undoubtedly offers superior advantages in the production of livestock, particularly cattle and hogs. With the eradication of the cattle tick, which is being stamped out under government supervision, the South will become one of the livestock centers of the nation.

Attention has been called by **The National Provisioner** to the recent remarkable growth in interest in meat packing in the South, and the increasing number of packing plants which are springing up there. This is especially evident in the Southeast, where hog-growing has been made so attractive, and possibilities of profit in pork packing have been made so plain as to induce local capital to invest in meat plants in many sections. Whether or not cotton continues to be a profitable crop, and regardless of the ravages of the boll weevil or immunity from those ravages, meat production and meat packing are sure to be prominent Southern industries in the near future.

—♦—
BETTER BOXES PAY

That there has been a vast improvement in the shop equipment of the retail meat dealer in the past few years is undeniable. It is unnecessary to question whether the better facilities come as a result of the sanitary regulations of municipalities or because the proprietors themselves have learned that the improved appearance of modern equipment is worth while and that labor saving, dirt eliminating devices pay. The fact is that the dark and dirty shop has practically disappeared. All of which is as it should be.

But there is one feature of many shops which is still neglected, and such neglect is costly. The ice box as a rule is below the standard of the rest of the fittings in the shop. In most cases it is a delusion and a snare. It is a misnomer to call the thing an ice box at all. It better deserves the name of the hot box. It is usually the product of home talent, built in by a neighborhood carpenter or building contractor wholly lacking in special knowledge of the construction principles involved and even unaware of the prime requisite of such a room. The resulting structure generally is a pretty nice appearing affair, makes a good bluff at being a real cold storage room. But seldom does it live up to its appearance.

The ice box is necessary for just one thing—to keep the meats hung therein in prime, fresh condition without waste by spoilage. To do that it must exclude heat from entering and it must take up quickly the heat in the meats

placed in it. That means the walls, ceiling and floor must be insulated. A very little examination of the ordinary ice box will show the builder knew nothing of the principles of insulating, for few boxes have anything like enough proper material in walls, ceiling and floor to retard the flow of heat from the exterior to the interior. There are on the market well designed ice boxes made by concerns who have studied the principles of insulating, but the average retail butcher will not pay the price to get the best. And there are contractors who can build an ice box as it should be built, for the special location and requirements of the shop, but such an expert builder cannot compete with the cheap builder who is full of promises he cannot fulfill. The trouble then is not that there are no good boxes to be had, but that the retail meat dealer does not sufficiently realize the added value of the best kind. It is safe to say that in reasonable limits the more money put into the first cost of the box the less the cooling expense will be.

The butcher who is not getting best results from his box should study it carefully. Is it the right size. A 2,000-pound capacity box doing duty where there should be 5,000-pound capacity makes for extravagance in ice and spoilage of meats because in hot weather it cannot hold enough ice properly to cool the box. Nor is too large a box any more profitable. The ice chamber should be proportionate to the meat chamber and both to the requirements of the business. This is true whether ice is used or a refrigerating machine, and the remarks about insulation apply equally well no matter what cooling system is used.

Is the box properly placed in the shop? Some have been put directly over a furnace in the cellar, others against a stove or alongside steam pipes, and in other cases on the sunny side of the store. The box should be in the coolest corner, always. Boxes are often allowed to fall into poor condition unheeded. It is easy to stop air leaks, but a little leak will eat up a big pile of ice, or cause the refrigerating machine to do double duty. Examine your ice box doors. See that they close tight automatically. See that broken and cracked glass in windows and doors is replaced at once. See that the door to the ice chamber, if you have one, is tight shut all the time.

Do not use the ice box for general storage. Put in it only foods which will spoil if warm. The box will cool anything put in it, but why pay money to cool coats and aprons, shovels, brooms, etc., to say nothing of boxes of canned goods? Attention to these points will lessen the cost of cooling meats. If the box is well built, properly located, kept in repair, used only to cool foods, there will be small complaint about the cost of operating the refrigerating machine or the high cost of ice. And the meats will be in better condition and the waste cut to little or nothing. It pays to have a good ice box and to use it right.

TRADE GLEANINGS

The Newton Beef Company, Detroit, Mich., has increased its capital stock from \$100,000 to \$400,000.

The Southern Cotton Oil Company, will rebuild their plant at Andalusia, Ala., recently destroyed by fire.

The cotton oil mill of the Frio Cotton Oil Company, at Pearsall, Texas, which was burned, will be rebuilt.

A one-story slaughterhouse will be built at 3723 Old York road, Philadelphia, Pa., by Gottfried Schall, at a cost of \$2,000.

Alterations will be made to the slaughterhouse of Hilberg & Sons, at 519 Poplar street, Cincinnati, Ohio, at a cost of \$3,500.

The Statesville Cotton Oil Company, Statesville, N. C., has been incorporated by W. F. Hall and others with a capital stock of \$100,000.

The hullhouse and fertilizer plant of the Longview Cotton Oil Company, Longview, Texas, recently destroyed by fire, will be rebuilt.

Fire destroyed the fertilizer plant of the I. P. Thomas & Son Co., at Mantua Point near Paulsboro, N. J. The loss is estimated at \$100,000.

The Pearl Packing Company, Madison, has been incorporated with a capital stock of \$50,000 by G. Yunker, Robert Yunker and Leo Yunker.

Frederick H. Clasen, John C. Clasen and others have incorporated the American Health Soup Company, St. Louis, Mo., with a capital stock of \$100,000.

Dudley B. Lawton, H. Webster Smith and H. Ralph Cover are the incorporators of the Seaboard Packing Company, Baltimore, Md. Capital stock, \$800,000.

J. F. Hartford, J. B. Slaughter, Jr., C. J. Dickinson and others have incorporated the Hartford Packing & Provision Company, Post, Texas. Capital stock, \$10,000.

Work has been started on a new addition to Winter & Suess' warehouse and cold storage plant in Negaunee, Mich., which will be used for the manufacture of sausage.

A company may be formed by C. S. Madden, John D. Cox, president of the Jonesboro Banking & Trust Company, and others for the purpose of building a packing plant in Jonesboro, Tenn.

The building of the American Agricultural

Chemical Company, at Henderson, N. C., is being enlarged and additional machinery, to increase the capacity to 500 tons daily, is being installed.

The Arkansas Food Products Company, Little Rock, Ark., has been incorporated with a capital stock of \$5,000 by G. B. Rogers, A. O. P. Nicholson and A. C. Shipp, to manufacture peanut butter, peanut oil, etc.

The Peyton Packing Company, El Paso, Texas, has been incorporated with a capital stock of \$1,000,000 by J. C. Peyton, George A. Howard, C. W. Rogers and others and will erect a packing plant with a capacity of 75 cattle and 200 hogs daily.

The Albany & Troy Rendering Company, Inc., Albany, N. Y., to conduct a general slaughtering business, has been incorporated with a capital stock of \$50,000 by L. Newhof, 10 Delaware avenue and P. Holland, 6 Capital Drive, Albany, N. Y.

M. E. Hendry, W. W. Banks, Frank Scarboro and others are planning the organization of a company with a capital stock of \$150,000 for the purpose of erecting a packing plant at Tifton, Ga., with a daily capacity of 300 hogs, with arrangements to increase to 800 hogs.

VEGETABLE OILS OF FRENCH INDO-CHINA.

Many vegetable oils are produced in Tonkin and Anam, French Indo-China. One of the most important is badiaine, or anise-seed oil. Star anise is cultivated by the natives near the Chinese border in upper Tonkin, and the oil is exported to Europe, where it is used in the manufacture of absinthe, anisette, and many pharmaceutical and chemical preparations. It was thought that the loss of the German market and the prohibition of the manufacture and sale of absinthe in France would seriously affect this industry; but the demand seems to remain normal, and the production is keeping pace with the demand.

Castor, coconut, and peanut oils are produced in considerable quantities in various parts of Indo-China, particularly in Tonkin and Anam. Castor oil is produced mainly in Tonkin; coconut oil, near Bongson, north of Quinphon in southern Anam; and peanut oil in all parts of Indo-China, but particularly near Quinphon. These oils are used in various home industries or exported. The soap factory at Haifong utilizes annually about 120 metric tons of peanut oil, 100 tons of coconut

oil, and various quantities of other native vegetable oils, particularly cottonseed oil, sesame oil, garcinia oil, and camelia oil. During the past year the high price of petroleum and lubricating oil has led the natives to use peanut oil for illuminating purposes and castor and other local oils for lubrication.

LIVE STOCK IN INDO-CHINA.

Cattle, carabao, and hogs are the principal live stock of French Indo-China. Cattle and carabao are raised principally in Cambodia and exported from Pnompheng to the Philippines, although about 15,000 head are sent annually to Cochin China. It is estimated that the local consumption and exports amount to over 50,000 head per year. Hogs are raised in all parts of the territory tributary to Saigon. This industry is constantly increasing under the stimulus of a good export market. Carabao hides are thick and heavy and native cattle hides are small. Neither command a good price. The low price of these hides and the high cost of freight have made it difficult to find a market. This fact combined with the diminution of the local European demand for meat and the increased exportation of live cattle and carabao have led to a decline in the number of hides offered in the local market.

TASMANIAN CATTLE DECREASE.

The two-year drought in Tasmania broken by recent rains, caused large decreases in the number of cattle and several years will be required to bring the herds to their normal numbers. The census of June, 1915, showed the following:

	1914	1915
Horses	43,941	42,232
Cattle	205,743	176,524
Sheep	1,745,000	1,674,000
Hogs	37,990	34,960

The sheep owners realize now the value of the mutton and center attention less on wool than heretofore, and greater supplies of meat will come from this country, with good weather, in a few years.

COTTON OIL MILL ANALYSES.

Following is the report of cotton oil mill analyses for month ending October 15, 1916, as made by P. S. Tilson, chemist, of the Houston, Tex., Laboratories:

	Cottonseed average analyses:			Total gals. oil
	Moisture.	Per cent. oil.	Hulls. per ton.	
Avg., all samples	0.80	18.70	42.10	49.80
Avg., highest samples	0.62	20.26	44.00	54.00
Avg., lowest samples	0.35	15.45	47.30	41.20
Crude cottonseed oil:				
	Refining.	Color.	Free fatty acids.	
	Loss.	Red.		
Avg., all samples	8.20	6.6	1.60	
Avg., best samples	5.80	5.9	0.80	
Avg., worst samples	12.10	7.1	2.80	
Cake and meal:				
	Mois.	Am-	Pro-	
	ture.	monia.	tein.	
Avg., all samples	8.73	8.09	41.58	6.56
Avg., best samples	8.31	9.54	49.04	6.64
Avg., worst samples	8.90	7.06	36.29	6.40
	Whole seed and meats.	Oil in bulls.	Total oil.	
	0.13	0.83	0.84	
Avg., all samples	None	0.38	0.38	
Avg., worst samples	0.65	1.31	1.38	

Leaking Ammonia Fumes are deadly as well as costly.

In such emergencies the

NATIONAL AMMONIA HELMET

enables the wearer to enter the fumes instantly and safely for repairing leaks or to rescue a fellow workman.

Write for Catalog and Prices.

American-LaFrance Fire Engine Co., Inc.

Branches in Principal Cities Elmira, N. Y.

PACKERS who buy our SPECIAL HAM PAPER for smoked meat wrapping and Lard Liners, get the GREATEST VALUE the market offers.

WRITE US FOR PLAIN OR PRINTED SAMPLES

Hartford City Paper Company

Hartford City, Indiana

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Trading Heavy—Record Prices Made—Speculation General—Large Interests Identified With Bull Side—Hog Movement Increasing—Packing Large.

Almost daily the market has made new high records only to be broken the following day. Prices displaying very great irregularity and there has been a constant increase in the interest shown in the market while the swing of prices from day to day has been very large. The movement of lard was nearly one cent a pound on some days and pork over \$1 a barrel. The highest quotations made this week placed October lard at 16.35, October ribs at 14.70 and October pork at \$29.25. The highest price for mess pork since 1876 was \$27 in July, 1910. The highest price of lard was \$14.65, in March, 1910. Going back to 1860 prices for pork were much higher, quotations being as high as \$44 in September, 1864, and the highest from that time up until 1870 varied yearly from \$24.50 to \$38. The high price of lard in 1865 was \$30. These quotations were in currency and therefore the gold value must be taken into consideration when attempt is made to compare prices prevailing with the years of the war or just following the war.

While the price of product has shown such pronounced strength and excitement the price of hogs has lagged. The average price at Chicago at the beginning of the week was \$10.18, a quotation materially below prices which prevailed a little earlier in the season. The prices for other live stock have not been particularly strong. The average prices at Chicago to the past week compared with preceding years follow:

	Hogs	Cattle	Sheep	Lambs	
Last week	\$8.85	\$9.90	\$7.40	*\$10.30	
Previous week	9.75	10.25	7.00	10.05	
Cor. week 1915	7.85	8.75	6.15	8.65	
Cor. week 1914	7.30	8.90	5.30	7.50	
Cor. week 1913	7.90	8.65	4.55	7.10	
Cor. week 1912	8.60	8.60	4.50	6.90	
Cor. week 1911	6.30	6.60	3.50	5.60	
Cor. week 1910	8.45	6.45	3.95	6.45	
Cor. week 1909	7.65	6.45	4.25	6.50	
Cor. week 1908	5.50	5.70	3.70	5.10	
Cor. week 1907	5.95	5.80	4.85	6.75	

*Highest October averages on record.

In this connection it is interesting to know that the price of hogs while influenced to some extent by the advance in product has not advanced to the full extent of product. The packing during the past week showed a total of 610,000 against 524,000 the preceding week and 330,000 last year. The total since February 1 was 18,020,000 against 15,713,000 last year. With a smaller supply of hogs in the country than last year the increase in packing can only be at the expense of supplies to come forward later.

The shipments of product are still large. During the past week the Chicago shipments of meat were 21,000,000 pounds and fresh meats 30,000,000 pounds although there was a falling off in the shipments of lard. The shipments of meats for the past year lacking one week from Chicago have been very heavy. The comparison of the receipts and shipments show how rapidly the manufactured product

has been distributed. The figures for the period mentioned follow:

	Received.	Since Oct. 31, 1915.	Same time 1914-15.
Beef, pkgs.	282	760	
Pork, brls.	6,034	15,765	
Cut Meats, lbs.	201,208,000	163,829,000	
Lard, lbs.	105,276,000	108,215,000	

Shipped.

	Received.	Since Oct. 31, 1915.	Same time 1914-15.
Beef, pkgs.	106,739	94,203	
Pork, brls.	201,196	206,931	
Cut Meats, lbs.	882,257,000	798,982,000	
Lard, lbs.	376,671,000	300,219,000	

The advance in product has been accompanied by reports that one of the large packing interests was very heavily interested as an important holder of cash product and was therefore in a position to help along the advance. The demand and distribution has continued good. During the week there have been further reports of very large buying again by the Belgian Relief and the shipments of product continue heavy. The necessities of the buyers on the other side seem to be such that there is no doubt they will have to keep on buying in large volume, but the high price at which all meats are selling and edible fats may result in enough saving to very shortly mark a culmination of the rise.

A factor which cannot be estimated is believed to the financial situation in this country and the effect of the greatly increased supplies of money and credit which must find expression in some way. The investment of this money either in bonds or stocks or in commercial enterprises is absorbing a great deal but the speculative attraction of all the commodity markets has been great. The advance in all kinds of meats has been pronounced and the advance in all edible fats equally pronounced. So far there appeared to be no important cessation in the consumption, but that is a condition which changes so slowly as to be extremely difficult to estimate until it has had some effect on prices. It is quite surprising that the advance in product has not brought a greater rise in the price of hogs. The situation is possibly changing a little in the heavier movement of hogs. This may mean a general marketing which will so increase stocks as to affect the entire situation.

LARD.—The market continues to show great irregularity. The advanced carried points to new high levels, but with the reaction in futures the market showed a little easier tune. City is quoted at \$16 1/4@16%; Western, \$16.30@16.40; Middle West, \$16.30@16.40; refined Continent, \$17.65; South American, \$18.00; Brazil kegs, \$19.00; compound, \$14 1/4@14 1/2.

PORK.—The market is very firm with prices held at nearly the extreme figures. Mess, \$31@31 1/2; clear, \$27.50@29.50, and family, \$32@34.

BEEF.—The market is strong with very persistent demand. The buying is in steady volume and production is readily taken off the market at full figures. Mess, \$22.50@23.00; packet, \$23.50@25.50; family, \$25@26.50; extra India, \$38@40.

EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to October 25, 1916:

HOGS.—Argentina, 1 hd.
BACON.—Belgium, 2,156,047 lbs.; Brazil, 4,536 lbs.; British Guiana, 353 lbs.; British West Indies, 1,019 lbs.; Cuba, 160,756 lbs.; Danish West Indies, 90 lbs.; Dutch Guiana, 198 lbs.; England, 2,482,902 lbs.; France, 867,200 lbs.; Gibraltar, 26,107 lbs.; Greece, 36 lbs.; Haiti, 61 lbs.; Italy, 253,806 lbs.; Jamaica; 619 lbs.; Mexico, 782 lbs.; Norway, 202,921 lbs.; Panama, 3,778 lbs.; San Domingo, 657 lbs.; Venezuela, 71 lbs.

HAMS AND SHOULDER.—Barbados, 520 lbs.; Bermuda, 225 lbs.; Brazil, 1,306 lbs.; British Guiana, 13,003 lbs.; British West Indies, 2,963 lbs.; Colombia, 1,271 lbs.; Cuba, 92,335 lbs.; Danish West Indies, 1,036 lbs.; Dutch Guiana, 782 lbs.; Dutch West Indies, 484 lbs.; Ecuador, 200 lbs.; England, 2,790,621 lbs.; France, 26,660 lbs.; French Guiana, 754 lbs.; Greece, 6,057 lbs.; Haiti, 5,972 lbs.; Jamaica, 1,826 lbs.; Mexico, 6,279 lbs.; Netherlands, 462 lbs.; Panama, 4,276 lbs.; San Domingo, 3,965 lbs.; Trinidad, Island of, 1,006 lbs.; Venezuela, 2,660 lbs.

LARD.—Barbados, 1,300 lbs.; Belgium, 2,897,099 lbs.; Brazil, 1,455 lbs.; British Guiana, 1,512 lbs.; British South Africa, 9,300 lbs.; British West Africa, 25,690 lbs.; British West Indies, 1,810 lbs.; China, 220 lbs.; Colombia, 1,778 lbs.; Cuba, 37,130 lbs.; Danish West Indies, 700 lbs.; Dutch Guiana, 300 lbs.; Dutch West Indies, 2,800 lbs.; Ecuador, 5,825 lbs.; England, 697,534 lbs.; France, 563,738 lbs.; Haiti, 9,500 lbs.; Mexico, 27,010 lbs.; Netherlands, 56,855 lbs.; Nicaragua, 20 lbs.; Norway, 306,218 lbs.; Panama, 3,405 lbs.; Peru, 1,800 lbs.; San Domingo, 35,850 lbs.; Sweden, 300,160 lbs.; Venezuela, 3,750 lbs.

LARD COMPOUNDS.—Barbados, 2,800 lbs.; Bermuda, 100 lbs.; British Guiana, 4,475 lbs.; British West Indies, 13,885 lbs.; Cuba, 55,261 lbs.; Danish West Indies, 5,053 lbs.; Dutch Guiana, 200 lbs.; Dutch West Indies, 2,067 lbs.; England, 1,061,387 lbs.; Gibraltar, 2,810 lbs.; Haiti, 19,048 lbs.; Jamaica, 1,980 lbs.; Mexico, 6,900 lbs.; Norway, 18,563 lbs.; Panama, 22,542 lbs.; Trinidad, Island of, 46,784 lbs.

LARD OIL.—British Guiana, 300 gals.; British West Indies, 20 gals.; Danish West Indies, 50 gals.; England, 5,000 gals.; Mexico, 1,023 gals.; Portugal, 251 gals.

FRESH PORK.—England, 181,538 lbs.; Panama, 4,959 lbs.

PICKLED PORK.—Barbados, 5,400 lbs.; Brazil, 2,660 lbs.; British Guiana, 86,200 lbs.; British West Indies, 18,400 lbs.; Colombia, 400 lbs.; Cuba, 28,105 lbs.; Danish West Indies, 1,200 lbs.; Dutch Guiana, 6,600 lbs.; Dutch West Indies, 5,140 lbs.; England, 2,600 lbs.; France, 3,000 lbs.; French Guiana, 1,000 lbs.; French West Indies, 200 lbs.; Gibraltar, 4,000 lbs.; Haiti, 23,750 lbs.; Jamaica, 26,000 lbs.; Mexico, 5,000 lbs.; San Domingo, 6,960 lbs.; Trinidad, Island of, 70,200 lbs.

TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—The market has again advanced and a fair trade on the basis of 10½c. for City Special loose has been reported. It was not surprising that the 11c. level was predicted for the very near future. All the markets that relate in one way or another to food stuffs, or oils used for manufacturing purposes, have been steadily advancing and during the week the outburst of bullish enthusiasm was pronounced.

Buyers of tallow were naturally alarmed because of the strenuous rise in the cotton oil list. Big advances in the lard market were also impressive. The great strength in grain was not overlooked and while distinctly foreign to tallow, the sensational advances in cotton were pointed to.

The amount of tallow offered for sale at the advance was very limited. Rumors of foreign business were heard but nothing of importance was confirmed and the Russian business is believed to be at an end for the present due to navigation closing at foreign ports. There is some talk of a little tallow being worked into the country to enter into one of the new all-year ports. At London there were offerings of 2,081 casks of which 1,646 were sold at prices unchanged to 6d advance.

Glycerine has advanced and some grades are quoted at 52c. Locally City Special tallow is quoted at 10½c. loose and City Specials at 10½c.

OLEO STEARINE.—The market is firm along with various other products. Some business at 14½c. has been claimed while holders generally were expecting a 15c. basis.

OLEO OIL.—The market is quiet but higher. The demand has taken the offerings and with the strength of butter and other oils values have been easily advanced. Extras are quoted at 16@16½c., and medium at 15½@16c.

PEANUT OIL.—The market is firm with very light offerings. Prices are quoted at 85@90c.

SEE PAGE 29 FOR LATER MARKETS.

PALM OIL.—The market shows continued strength. Demand is persistent and with the small arrivals values are easily influenced. Prime red spot, 11@11½c.; Lagos, spot, 12½c.; to arrive;—; palm kernel, 13@14c.

CORN OIL.—The market was very firm again with prices held at a further advance. Stocks are light and offerings well controlled. Prices at 12½c.

SOYA BEAN OIL.—The market continues very firm. There has been a good demand on the price compared with other oils and supplies are well cleared up. Spot is quoted at 10½c.

NEATSFOOT OIL.—Prices have advanced with other oils with steady demand but firm. For 20 cold test, 106@112; 30 do., 102@108; water white, 40 do., 98@102.

COCONUT OIL.—The market is very firm but quiet. The supplies available are limited and the demand is steady on the great strength of other oils. Prices are very firm at full prices. Ceylon, 13½@14c.; Cochin, 16@17c.

GREASES.—Prices are very firm. Demand has been good and the buying has absorbed the supplies. Yellow, 8½@10c., nom.; bone, 8½@10c., nom.; house, 9½@10c.

FRESH MEAT AND OFFAL IMPORTS.

Imports of foreign beef into the port of New York reported during the past week totaled nothing, compared to nothing last week and nothing two weeks ago. Mutton imports totaled nothing, compared to nothing last week. Arrivals included 475 casks stearine, 891 tierces of tallow and 125 casks beef casings.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to October 27, 1916, show that exports from that country were as follows: To England, 185,832 quarters; to the Continent, none; to the United States, none. The previous week's exports were as follows: To England, 73,462 quarters; to the Continent, 103,669 quarters; to the United States, none.

IMPORTS OF FRESH BEEF.

For the week ending October 21, 1916, the Government reports imports of fresh beef at the port of New York amounting to 719,949 pounds, the average value, according to estimates from the manifests, being 8½ cents per pound. The previous week's imports totaled 21,131 pounds and averaged 13½ cents per pound.

OCEAN FREIGHTS.

[Subject to change. Quotations given are shillings per ton and cents per 100 lbs.]

	Liver-	Glas-	Rotter-	Copen-
	pool	gow	dam	hagen
Beef, tierces	\$.15.00	\$.15.00	250c.	250c.
Pork, barrels	1.50	1.50	250c.	250c.
Bacon	1.50	1.50	250c.	250c.
Canned meats	1.50	1.50	250c.	250c.
Lard, tierces	1.50	1.50	250c.	250c.
Tallow	1.50	1.75	250c.	250c.
Cottonseed oil	1.40	1.60	250c.	250c.
Oil cake	.70	.75	175c.	160c.
Butter	1.75	1.75	300c.	300c.

No rates to Hamburg.

GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, October 26.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams.—Green, 8@10 lbs. ave., 16½c.; 10@12 lbs. ave., 16½c.; 12@14 lbs. ave., 16½c.; 14@16 lbs. ave., 16½c.; 18@20 lbs. ave., 16½c. Sweet pickled, 8@10 lbs. ave., 17½c.; 10@12 lbs. ave., 17½c.; 12@14 lbs. ave., 17½c.; 14@16 lbs. ave., 17½c.; 18@20 lbs. ave., 17½c.

Skinned Hams.—Green, 14@16 lbs. ave., 18c.; 16@18 lbs. ave., 18c.; 18@20 lbs. ave., 18c.; 22@24 lbs. ave., 17½c. Sweet pickled, 14@16 lbs. ave., 17½c.; 18@20 lbs. ave., 17½c.; 22@24 lbs. ave., 17c.

Picnic Hams.—Green, 5@6 lbs. ave., 12½c.; 6@8 lbs. ave., 12c.; 8@10 lbs. ave., 11½c.; 10@12 lbs. ave., 12c.; 12@14 lbs. ave., 11½c.; 14@16 lbs. ave., 11½c.; 16@18 lbs. ave., 11½c.; 18@20 lbs. ave., 11½c.

Clear Bellies.—Green, 6@8 lbs. ave., 17c.; 8@10 lbs. ave., 16½c.; 10@12 lbs. ave., 16c.; 12@14 lbs. ave., 15½c.; 14@16 lbs. ave., 15½c. Sweet pickled, 6@8 lbs. ave., 16½c.; 8@10 lbs. ave., 16½c.; 10@12 lbs. ave., 16½c.; 12@14 lbs. ave., 15½c.; 14@16 lbs. ave., 15½c.

PORK CUTS IN NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, October 26.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 21@22c.; green hams, 8@10 lbs. ave., 18c.; 10@12 lbs. ave., 18c.; 12@14 lbs. ave., 18c.; 18@20 lbs. ave., 17½c.; green clear bellies, 6@10 lbs. ave., 17c.; 10@12 lbs. ave., 17c.; 12@14 lbs. ave., 16½c.; green rib bellies, 10@12 lbs. ave., 16½c.; 12@14 lbs. ave., 16c.; S. P. clear bellies, 6@8 lbs. ave., 15½c.; 8@10 lbs. ave., 16c.; 10@12 lbs. ave., 16c.; 12@14 lbs. ave., 15½c.; S. P. rib bellies, 10@12 lbs. ave., 16c.; 12@14 lbs. ave., 16c.; S. P. hams, 8@10 lbs. ave., 17½c.; 10@12 lbs. ave., 17½c.; 18@20 lbs. ave., 19½c.; city steam lard, 16½c.; 18½c.; city dressed hogs, 14½c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 18@19c.; 10@12 lbs. ave., 17@18c.; 12@14 lbs. ave., 16@17c.; 14@16 lbs. ave., 15@16c.; skinned shoulders, 14c.; boneless butts, 18c.; Boston butts, 16½@17c.; neck ribs, 3@4½c.; spare ribs, 11½c.; lean trimmings, 15½c.; regular trimmings, 11½c.; kidneys, 6c.; tails, 6@7c.; livers, 3c.; snouts, 4@4½c.; pig tongues, 13½@14c.

WELCH, HOLME & CLARK CO.

Office and Warehouse

383 West Street

New York City

CAUSTIC SODA
COCOANUT OIL

TALLOW GREASE

SODA ASH
PALM OIL
STEARINE

COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week ending October 26, 1916, and for the period since September 1, 1916, were:

	Week ending Oct. 26, 1916.	Since Sept. 1, 1916.
	Bbls.	Bbls.
From New York—		
Africa	2	507
Argentina	—	638
Australia	—	88
Bolivia	—	36
Brazil	43	567
British Guiana	15	120
Central America	—	201
Chile	104	711
Cuba	10	2,573
Dutch Guiana	14	70
Ecuador	—	8
France	550	200
French Guiana	—	184
Haiti	1	23
Italy	—	400
Mexico	—	17
Netherlands	2,000	16,749
Newfoundland	—	78
Norway	1,455	600
Panama	—	354
Peru	—	2
San Domingo	42	612
South America, other	—	1,495
Sweden	—	3,400
Uruguay	—	302
Venezuela	—	4
West Indies, other	22	1,077
Total	4,258	31,016
From New Orleans—		
Cuba	100	300
Mexico	—	215
Norway	—	2,000
Panama	50	410
Total	150	2,925
From Philadelphia—		
Netherlands	—	5,847
Total	—	5,847
From other ports—		
Mexico	—	1
Total	—	1
	Week ending Oct. 26, 1916.	Since Sept. 1, 1916.
Recapitulation—	Bbls.	Bbls.
From New York	4,258	32,821
From New Orleans	150	2,925
From Baltimore	—	180
From Philadelphia	—	5,847
From Norfolk and	—	98
Newport News	—	731
From Boston	—	1
From San Francisco	—	77
From Mobile	—	685
From Michigan	—	4,103
From Buffalo	—	276
From St. Lawrence	—	1,942
From Vermont	—	24
From other ports	—	1
Total	4,408	41,594
	—	102,072

COTTONSEED OIL SITUATION.

(Special Letter to The National Provisioner from Aspregan & Co.)

New York, October 26, 1916.—The market during the past week was again extremely active both as to volume of trading as well as fluctuation. From last week's closing prices with no real actions of consequence prices were moved up some 60 to 130 points. This advance was influenced by the strong surrounding conditions. All markets bearing on the price making of cotton oil were strong. The pure lard market moved up some 150 points. Crude cotton oil about 100 points, tallow 75 points, glycerine 200 points, cotton

150 points, etc. Naturally the trade went wild and transactions daily were on an extremely heavy scale. The advance was only checked yesterday when the surrounding markets turned easy.

Transactions yesterday were the heaviest on record. The advance culminated on the supposed covering of a heavy short account. From yesterday's high prices declines of some 30 to 70 points were scored. The actions of yesterday's market as well as the surrounding markets caused nervous holders to unload heavy quantities today. Today's selling was absorbed principally by the shorts.

The crude oil markets moved to new high records daily during the past week. Transactions, however, were far from heavy. Crude oil has only responded slightly to the decline in the refined oil market.

The consuming trade continues extremely reluctant buyers, only buying when actually being forced to. Stocks of cotton oil in consumers' hands are extremely light and naturally they cannot hold out long before being forced to buy and fair sized lots are daily being absorbed.

At the close of the week the market looks better. On the advance shorts were run in daily and with longs the principal sellers and naturally their holdings have been considerably reduced. Today's selling accounted for the belated longs. The big crude oil mill interests are reported as vigorous buyers of cotton seed at prices away above what can be secured for the manufactured product. Whether this buying can be called good, however, is rather doubtful as these same buyers were extremely reluctant buyers right from the beginning of the season. Naturally with seed selling at such prices the mills will continue slow sellers of crude oil, so from the standpoint of supply we cannot look for any heavy offerings. Until offerings from this source become heavier declines in the refined oil market should only be temporary, in fact, some reactions from today's prices will probably be scored.

Glycerine is still reported as strong. Soap-makers' fats were also strong and higher today. We quote:

	Close Oct. 19.	Close Oct. 26.
	Bid. Asked. High. Low.	Bid. Asked.
Oct.	\$12.00 \$12.50 \$12.60	\$12.00 \$12.15 \$12.30
Nov.	11.75 11.78 12.05	11.72 12.25 12.28
Dec.	11.76 11.77 12.95	11.67 12.22 12.24
Jan.	11.77 11.78 12.90	11.68 12.21 12.23
Mar.	11.75 11.77 12.98	11.68 12.32 12.34
May	11.82 11.83 13.07	11.80 12.40 12.41

FOREIGN COMMERCIAL EXCHANGE.

New York, October 26.—Foreign commercial exchange rates, as far as quoted, are:

London—		
Bankers' 90 days	4.71 1/4	
Cable transfers	4.76 1/2	
Demand sterling	4.75 1/2	
Commercial bills, sight	4.75 1/2	
Commercial, 60 days	4.70 1/2	
Commercial, 90 days	4.68 1/2	
Paris—		
Commercial, 90 days	No quotations.	
Commercial, 60 days	No quotations.	
Commercial, sight	5.83 1/2 @ 5.85 1/2	
Bankers' cables	5.83 1/2 @ 5.85 1/2	
Bankers' checks	5.84 1/2 @ 5.84 1/2	
Berlin—		
Commercial, sight	No quotations.	
Bankers' sight	70 1/2	
Bankers' cables	70 1/2	
Antwerp—		
Commercial, 90 days	No quotations.	
Bankers' sight	No quotations.	
Bankers' cables	No quotations.	
Amsterdam—		
Commercial, sight	40%	
Commercial, 60 days	40%	
Bankers' sight	41	
Copenhagen—		
Checks	27.12	

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Oct. 26, 1916.—Prime crude cottonseed oil sold at 85c. Tuesday, and 83c. today. Market is easier with mills generally holding their supply. Prime 8 per cent. meal, \$39; 7 1/2 per cent., \$38; 7 per cent., \$36.50; 7 per cent. loose cake, \$33.75; all short ton, shipside, New Orleans. Loose hulls, \$16; sacked, \$18.25, New Orleans.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, Oct. 26, 1916.—The cottonseed oil market is easier; prime crude, 83c. asked with very little trading. Prime summer yellow, nominally 88c. with no trading. Prime loose cake \$40 f. o. b., Galveston.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Oct. 26, 1916.—Prime crude cottonseed oil is quoted nominally at 84c. Prime, 7 1/2 per cent. meal is firm at \$38.50; hulls, \$15 @ 16; loose, \$17 @ 18 sacked.

Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., Oct. 26, 1916.—Crude cottonseed oil market was not disturbed by the break in refined, 84c. being freely bid with no trading. Seven per cent. meal is firm at \$36. Hulls, \$17, Atlanta, loose.

HULL OIL MARKET REPORT.

Imports of oilseeds for the 39 weeks ended October 3, 1916, compared with the corresponding period of 1915, according to the Hull Chamber of Commerce, were as follows:

Kinds of Seeds	1915.	1916.
Linseed (quarters)	820,191	975,573
Rapeseed (quarters)	75,474	149,919
Castor beans (quarters)	113,938	152,143
Cotton seed, Egyptian (tons)	159,974	88,016
Cotton seed, other (tons)	23,288	56,440
Soya beans (tons)	101,184	57,255
Palm Kernels (tons)	*23,299	43,195
Oil cake (tons)	24,150	27,875

*Figures of Hull Eastern Morning News.

Linseed in quarters of 410, 416, and 424 pounds; rapeseed, quarters of 416 and 424 pounds; castor seed quarters of about 416 pounds. Ton equals 2,240 pounds.

Exports of oil for the same period were: Linseed, 18,304 tons in 1915 and 613 tons in 1916; cottonseed, 4,464 in 1915 and 320 in 1916; soya, 2,033 in 1915 and none in 1916.

The price of linseed oil has risen steadily from \$17.03 per quarter on July 4 to \$20.32 on October 3. Plata linseed quoted on June 20 at \$16.67 per quarter was not again traded in until August 8, but since then it has advanced slowly to \$18.49 on October 3. Calcutta linseed advanced from \$16.55 on July 4 to \$18.49 on September 26.

Egyptian cottonseed opened the quarter at \$63.26 per ton, and closed at \$59.61, the range of fluctuation being between \$58.40 on August 22 and \$69.35 on September 26. Other cottonseed, chiefly Bombay, advanced from \$53.53 per ton on July 4 to \$60.83 on October 3. Refined cottonseed oil fell steadily from \$10.34 per hundredweight of 112 pounds on July 4 to \$9.24 per hundredweight on October 3. The oil market was generally rather sluggish.

—

Is there some problem in the operation of your plant that bothers you? Submit it to The National Provisioner and get the answer.

COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, the South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

Sensational Advances—Big Fluctuations—Crude Oil Over 85c.—Speculative Activity—Consumers Forced to Pay High Prices—All Food Stuffs Advance—Ginning Report.

Sensational advances in cotton oil have again been seen, and those who have been bullish on the situation have had their views more than fulfilled. The market frequently got out of bounds and all attempts at conservatism were of little avail. While there was no urgent speculative buying or rather none of great volume, it seemed very difficult to stem the upward trend of values.

As fast as futures at New York advanced, crude oil followed. At times crude oil led. As high as 85c. was paid for crude oil, with rumors of higher prices; in parts of the South the basis was said to be nearer 83c. It was not a case of veracity; merely an indication of the violent fluctuations which meant that a cent or two a gallon either way was without much significance.

The markets advanced to unprecedented heights. One high level after another was crushed. When the 13c. basis was reached in the New York contract market, the 15c. level was said to be the next objective. Southern reports reached the trade of mills

awaiting 90c. crude oil and of holders of seed expecting \$75 a ton for the remaining seed. A number of authorities were to be found who earnestly believed that the high prices were being carried too far, yet they were not inclined to oppose the wave of speculation.

In some cases it was not actual speculative buying that forced prices higher. It was feared that the outside demand for food stuffs in general would crop up at various intervals and therefore it would be worth while holding products for higher prices. Thus at prices close to 85c. for crude oil there were scanty offerings, and the same may be said of the offerings of seed on the basis of \$60 a ton.

Consumers were forced to toe the mark made by the bullish sentiment permeating the country. They had to pay by far the highest prices ever known for cotton oil. With lard soaring, compound lard prices were advanced, and so it appeared to be one great cycle in which all products moved up without seriously restricting the consumptive trade. It is well realized that if the Western lard prices are held, there will be enough business in compound lard to absorb a very large part of this season's cotton oil crush.

At the same time, a drop just now or in the near future in Western lard must be reflected in compound lard and cotton oil. The markets are all extremely sensitive. Sentiment is quite as much if not more of an influence just now than supply and demand. There is talk of various embargoes on exports of food stuffs from the United States, but the latest advices from administrative circles at Washington suggest that the officials regard the very high prices as affecting virtually all commodities as an outgrowth of the war and they do not favor embargoes.

It is noteworthy that the volume of speculation in cotton oil was much heavier when prices were two or three cents a pound lower than has been the case recently. The consensus of opinion is that a great many of the original bulls took profits on their holdings or at least on the greater part of them, and since have seen the market climb 150 to 250 points without any reaction to speak of and without giving the bulls a chance to reinstate their holdings. In absence of speculative profit taking of this sort or important hedging against the movement of new crude oil or seed the contract market naturally was extremely susceptible to the recent outburst of bullish enthusiasm.

The Best is The Cheapest



MADE in the United States
and Canada

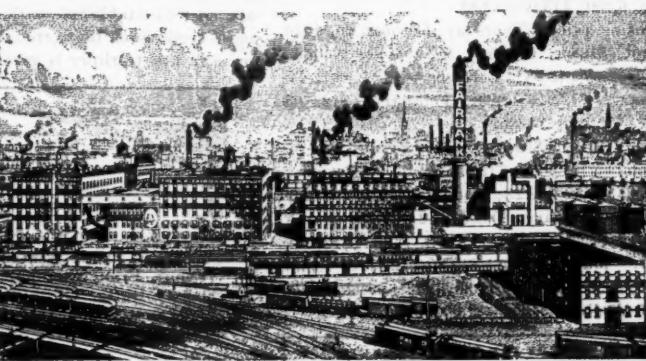
USED everywhere

THE N. K. FAIRBANK COMPANY,
MAKERS, CHICAGO

Factories

Chicago	New York	Boston
St. Louis	100th Street	Pittsburgh
New York	100th Street	Atlanta
New Orleans	100th Street	New Orleans
Montreal	100th Street	Fort Worth
		St. Louis
		San Francisco
		Minneapolis
		Montreal

Branch Houses



CHICAGO FACTORY, THE N. K. FAIRBANK COMPANY.

The cotton ginning report issued during the week showing 7,292,000 bales ginned to October 18 compared with 4,063,000 bales to September 25 and 5,711,000 bales to October 18, last year was not indicative of the whole crop totaling much under or over 11,500,000 bales exclusive of linters. While the ginning figures were a few hundred thousand under expectation, and it is conceded that ginning has been exceptionally rapid this year, there is the usual room for argument as to just what percentage of the crop was ginned to October 18.

Closing prices, Saturday, October 21, 1916.—Spot, \$11.90; October, \$12@12.50; November, \$11.87@11.90; December, \$11.89@11.90; January, \$11.91@11.93; February, \$11.92@11.95; March, \$11.94@11.95; April, \$11.99@12.05; May, \$12.01@12.02. Total sales, 15,500 bbls. Sales were: Prime crude, S. E., \$10.67@10.80; November, 1,000, \$11.88@11.85; December, 4,300, \$11.91@11.83; January, 3,500, \$11.92@11.86; March, 6,300, \$11.95@11.90; April, 100, \$11.99; May, 300, \$12.01@12.

Closing prices, Monday, October 23, 1916.—Spot, \$12.10; October, \$12.40@12.51; November, \$12.17@12.21; December, \$12.17@12.19; January, \$12.22@12.23; February, \$12.22@12.26; March, \$12.25@12.26; April, \$12.30@12.35; May, \$13.36@13.37. Total sales, 49,400 bbls. Sales were: Prime crude, S. E., \$10.93@11.33; October, 200, \$12.50@12.45; November, 4,600, \$12.20@12.08; December, 7,300, \$12.22@12.02; January, 10,400, \$12.25@12.05; February, 300, \$12.05; March, 21,000, \$12.29@12.05; May, 5,600, \$12.42@12.15.

Closing prices, Tuesday, October 24, 1916.—Spot, \$12.40; October, \$12.50@12.99; November, \$12.60@12.75; December, \$12.65@12.68; January, \$12.66@12.68; February, \$12.67@12.70; March, \$12.74@12.75; April, \$12.77@12.84; May, \$12.85@12.90. Total sales, 55,800 bbls. Sales were: Prime crude, S. E., \$11.20, sales; October, 800, \$12.70@12.65 November, 1,800, \$12.50@12.45; December, 14,000, \$12.67@12.36; January, 12,100, \$12.67@12.35; March, 25,100, \$12.75@12.41; May, 1,800, \$12.61@12.53.

Closing prices, Wednesday, October 25, 1916.—Spot, \$12.00; October, \$12.50@12.79; November, \$12.65@12.70; December, \$12.56@12.57; January, \$12.68@12.70; February, \$12.77@12.79; March, \$12.82@12.83; April, \$12.80@12.95; May, \$12.86@12.87. Total sales, 91,200 bbls. Sales were: Prime crude, S. E., \$11.33 nom.; November, 600, \$12.95@12.73; December, 14,000, \$12.95@12.48; January, 25,400, \$12.90@12.63; February, 1,900, \$12.95@12.78; March, 45,500, \$12.98@12.78; May, 6,200, \$13.05@12.84.

Closing prices, Thursday, October 26, 1916.—Spot, \$12.50; October, \$12.15@13; November, \$12.25@12.28; December, \$12.22@12.24; January, \$12.21@12.23; February, \$12.29@12.31; March, \$12.32@12.34; April, \$12.33@12.40; May, \$12.40@12.41. Sales were: November, 1,900, \$12.55@12.24; December, 16,600, \$12.52@12.23; January, 19,900, \$12.60@12.22; February, 900, \$12.42@12.28; March, 37,400, \$12.74@12.31; April, 100, \$12.40@12.60; May, 5,200, \$12.80@12.41. Prime crude, S. E., \$10.98@10.90. Market closed 35 to 50 decline. Sales, 82,000 bbls.

SEE PAGE 29 FOR LATER MARKETS.

Bargains in equipment may be obtained by watching the "For Sale" department, page 48.

THE PICARD-LAW COMPANY

Expert Cotton Seed Products Chemists

Magnificently-equipped laboratories covering 5,500 square feet of floor space.
Six highly-educated experienced chemists in analytical department.

Also specialists in the analysis of all
GREASES, PACKING HOUSE PRODUCTS, FERTILIZERS,
Fuel, lubricating oils and boiler waters.

Main Laboratories,

ATLANTA, GA.

Carolina Branch,
WILMINGTON, N. C.

PEANUT GROWING IN THE COTTON BELT

By H. C. Thompson, Horticulturist, U. S. Department of Agriculture.

EDITOR'S NOTE.—The following article on the growing of peanuts in the cotton-producing sections of the South will be read with interest by those in the cotton oil trade who have been taking peanut crushing as an auxiliary of their business, and who have read the articles already published on this subject in the columns of *The National Provisioner*. This article was especially intended for farmers in the cotton belt who desire to diversify their farming because of the economic crisis which adversely affects the cotton crop at this time.]

The value of the peanut, both as a money crop and for feeding on the farm, makes it especially desirable in the cropping system in some parts of the cotton belt. The commercial value of the crop increased from \$7,270,515 in 1899 to \$18,271,929 in 1909, and the increase since 1909 has been even greater than before that year. These figures do not represent the full value of the crop, for they do not take into account thousands of acres of peanuts grown for hog-feeding purposes.

The production of peanuts for stock food offers at the present time the greatest opportunity for increasing the acreage, as a few acres could be grown profitably for feed on nearly every farm in the cotton belt. The peanut is one of the best hog foods that can be produced, and it is also valuable for cattle, horses, and mules. Poor soil can be improved very rapidly by growing peanuts for hog-feeding purposes, especially if the hogs are turned into the field and allowed to get the nuts for themselves. Even if the nuts are harvested and fed to live stock, the soil will be improved if all the manure is returned to the land.

The market demand for peanuts is growing rapidly, and this alone will take care of a considerable increase in acreage. In growing peanuts for market, however, the beginner should bear in mind that it is necessary to have certain machinery that is not ordinarily found in communities where peanuts are not commercially grown.

It should also be borne in mind that there are no well-established markets for peanuts in most sections of the cotton belt and that the price in this territory is governed by that paid

in Virginia and North Carolina. No farmer should go into the production of peanuts for market without first knowing whether the quantity grown in his community will be sufficient to justify buying the necessary machinery and to enable the growers to ship the product in carload lots.

Soils for Peanuts.

While peanuts will grow on nearly any type of soil, a sandy or sandy-loam soil, preferably light in color, gives the best results. Dark soils or those containing a considerable percentage of iron are likely to stain the shells, rendering them less desirable for market. For stock-feeding purposes, however, the staining of the shells is of little consequence. Soils that become hard or compact are not adapted to peanut growing, owing to the inability of pod stems, or "pegs," to penetrate the surface.

Poorly drained or sour soils are not suited to the peanut. The ideal soil is a sandy loam containing a considerable amount of humus or vegetable matter, together with an abundance of lime.

Preparation of the Soil.

The soil for the peanut should be thoroughly prepared by plowing, harrowing, and dragging or rolling. The time to plow depends upon the character of the soil and its previous treatment. Where there is no danger of the soil washing, fall plowing is advisable, especially if any coarse material is to be turned under. Sod land should also be broken during the fall or winter. On land where there is no crop the plowing need only be done in time to allow the soil to settle before planting.

Land plowed in the spring should be harrowed a short time after plowing in order to prevent the loss of moisture. Fall-plowed land should be harrowed early in the spring and at intervals of a week or ten days until the peanuts are planted.

The Procter & Gamble Co.

Refiners of All Grades of

COTTONSEED OIL

Boreas, Prime Winter Yellow
Venus, Prime Summer White
Jersey Butter Oil
Aurora, Prime Summer Yellow

Puritan, Winter Pressed Salad Oil
White Clover Cooking Oil
Marigold Cooking Oil
Sterling, Prime Summer Yellow

Refineries: IVORYDALE, O.
PORT IVORY, N. Y.
KANSAS CITY, KAN.
MACON, GA.

General Offices:
CINCINNATI, OHIO
Cable Address: "Procto"

ASPEGREN & CO.

Produce Exchange Building

EXPORTERS

ORDERS
SOLICITED TO
BUY OR SELL

COTTON SEED OIL

SPOT AND FUTURE DELIVERY

We issue the only Daily Printed Market Letter on Cotton Seed Oil in this country. Sent free of charge to our regular customers.

WE ARE SELLING AGENTS FOR

THE PORTSMOUTH COTTON OIL REFG. CORP. OF PORTSMOUTH, VA. — AND — THE GULF & VALLEY C. O. COMPANY, LTD., OF NEW ORLEANS, LA.

Will be pleased to quote prices on all grades of Refined Cotton Seed in barrels or loose in buyers or sellers tank cars, f. o. b. refinery or delivered anywhere in this country or Europe.

On soils fairly well drained level culture should be practiced, but where the drainage is poor it is advisable to throw up slight ridges upon which to plant the peanuts. Where water stands upon the land for any considerable length of time peanuts should be planted on ridges, which should be as low and flat as the conditions will allow.

Fertilizers and Manures.

The peanut responds to the use of commercial fertilizers when the soil contains a reasonable amount of humus, but on soils that are adapted to peanuts large quantities of fertilizers are not necessary. A mixture containing 2 per cent. nitrogen, 6 to 8 per cent. of phosphoric acid, and 6 to 8 per cent. of potash is recommended for sandy or sandy-loam soils. This should be applied at the rate of 200 to 800 pounds to the acre, depending upon the character of the soil. This year it will be difficult to get a fertilizer as high in potash as the one mentioned, but soils that have been well fertilized in the past should produce a good yield of peanuts with 3 or 4 per cent. of potash in the mixture.

The fertilizer is usually applied in a narrow strip along the row, a 1-horse fertilizer distributor being often used for the purpose. The fertilizer should be thoroughly mixed with the soil. Barnyard or stable manure should not be used the same year the peanuts are to be planted, because of the large number of weed seeds contained in the manure. Fresh manure has a tendency to cause the plants to produce a heavy growth of foliage with a large percentage of poorly filled pods. The manure, therefore, should be applied to the crop grown the previous season.

The peanut as a market crop, if properly handled, is not exhaustive of plant food. In fact, the plant is a great nitrogen gatherer, but if the entire plant, including the root, is removed and no part returned to the soil the peanut is almost exhaustive of fertility as corn. By feeding the straw and other refuse to farm animals and applying the manure to the land, the fertility may be retained or even increased. When grown exclusively for feeding purposes and hogs are turned into the field to root out the nuts, there is no better soil-improving crop than the peanut.

Peanuts require an abundance of lime to insure proper ripening and the filling of the pods. Where the soil contains limestone or shells it may not be necessary to apply lime, but on soils that are inclined to be in the least sour, lime should be used, 1,000 pounds of fresh-burned lime or 2,000 pounds of fine-

ground limestone being applied every four or five years to each acre. The lime should not be applied at the same time as the commercial fertilizer, but when plowing the land. The lime should be applied broadcast after the land is plowed and thoroughly mixed with the soil by harrowing.

Where marl deposits are found the marl may be used as a substitute for lime. It is usually hauled and scattered broadcast upon the land during the winter.

The peanut plant, in common with other legumes, has the power of collecting nitrogen from the air and storing it in nodules on its roots. For this reason the peanut is a very desirable soil-improving plant. It should be borne in mind, however, that in order to benefit the soil the main portion of the roots should be left in the ground. The nitrogen-gathering bacteria are usually present in abundance, even where the crop is planted for the first time. This is especially true where the unshelled nuts are planted. If the nodules are not abundant on the roots, artificial inoculation will probably prove an advantage.

Planting Peanuts.

The large-podded peanuts, such as the Virginia Bunch and Virginia Runner, should be shelled for planting, while the small-podded Spanish peanut is usually planted in the shell. The large-podded varieties have thick shells and the peas do not fill the pods, so that germination is retarded. The Spanish peanut has thin shells and the pods are usually well filled. When planting in the pods it is a good plan to soak the peanuts for a few hours to hasten germination. After soaking, the seed should not be allowed to become dry, as the vitality is seriously injured by drying. Shelled seed should never be soaked.

The peanut should not be planted until the soil has become quite warm, and, as a rule, a little later than corn. The Spanish variety

may be planted later than the Virginia type, as it requires less time to complete its growth.

In most sections of the cotton belt the Spanish and similar varieties of peanuts may be planted after oats or other crops which come off early in the summer; that is, from the middle of June to the last of July. When growing the Spanish variety for hog-feeding purposes it is a good plan to make three or four plantings, so as to have the plants come to maturity at different times. The first planting should be made as early as possible and other plantings at intervals of three or four weeks until the first of July in the upper South and up to the last of July in the lower South.

The best distance to plant peanuts varies according to the soil and variety. The Virginia Runner variety on good soil should be planted 12 to 15 inches apart in rows at least 36 inches apart. Virginia Bunch peanuts are planted in rows 30 to 36 inches apart and 9 to 12 inches apart in the row. The Spanish and Valencia varieties are planted in rows 28 to 36 inches apart and 6 to 9 inches in the row. When growing the Spanish variety for feeding purposes it is advisable to plant the seed 6 inches apart in rows 30 inches apart.

The quantity of seed required to plant an acre depends upon the closeness of the planting. As a rule, it requires 1½ to 2 pecks of shelled Virginia and 1½ pecks of shelled Spanish peanuts, or 5 to 7 pecks in the pods, to plant an acre. On light, sandy soils the seed should be covered 1½ to 2 inches and 1 inch to 1¼ inches on heavy soils.

A large part of the crop is planted with 1-horse peanut planters. Some of these machines are designed for planting the Spanish and similar varieties in the shell. Some peanut growers still plant by hand, opening the row with a single-shovel plow and dropping the nuts at the desired distance. The row is

HARDENED EDIBLE OILS

MADE FROM

VEGETABLE OILS OF ALL KINDS

Oils Hardened to Order

The American Oil Treating and Hardening Co.

CINCINNATI, OHIO, U. S. A.

then covered by means of a small cultivator with a notch board fastened across the back of the implement.

The Cultivation of Peanuts.

The cultivation of the peanut should begin soon after planting and continue until the vines occupy the ground. If the surface of the soil gets hard before the plants break through, it is a good plan to run a weeder over the field to break the crust. As soon as the rows can be followed regular cultivation should begin. A 2-horse riding cultivator is employed to a large extent in the old peanut-growing regions, although 1-horse cultivators are used by many farmers. A cultivator will give better results than a sweep or plow. The surface should be stirred as soon as possible after a rain in order to prevent the baking of the soil.

After the peanuts begin to "peg," or form pods, they should not be disturbed or given further cultivation. For the last cultivation it is a common practice to employ a cultivator that will roll the soil up under the branches, to provide loose soil for the "pegs" to penetrate.

Peanuts should be grown in rotation with other crops rather than as a specialty. For the best results the land should not be planted to peanuts oftener than once in three or four years. A good rotation is corn with cowpeas between the rows, followed by winter oats. After the oats are harvested the land should be prepared and Spanish peanuts planted. The next year cotton should be planted and bur or crimson clover sown between the rows of cotton at the last cultivation. The clover is turned under the following spring and the land planted to corn.

(To be continued.)

SOUTH CAROLINA'S NEW BRAND RULE.

Secretary E. P. Chivers of the Cotton Seed Crushers' Association in a letter to members, dated October 23, calls attention to the purchase of meal in Georgia for shipment to South Carolina and the necessity of compliance with the new rules of the South Carolina Department of Agriculture, Commerce and Industries. The new rules cancel all registrations in that State during 1916 of cotton seed products showing less than 36 per cent. protein and Sea Island cotton products, as of September 15 last, and that manufacturers doing business in that State must file new applications for registration complying with the new regulation No. 23.

The regulation referred to is as follows with the preliminary announcement:

The New Regulation.

By authority vested in me by law I hereby promulgate and issue the following amendment to the Rules and Regulations issued under Sections 2429 and 2430 of the Civil Code of 1912, published in Bulletin No. 46, October, 1914, said amendment to become of full force and effect on September 15, 1916, on and after which date the new regulation will be vigorously enforced.

Strike out all of the Regulation 23 appearing on pages 10 and 11 of Bulletin 46, and substitute therefor the following:

23. All meal manufactured from cotton seed showing 36 per cent. protein and higher, when offered on the market, shall be branded "Cotton Seed Meal" in exact accord with the form of tag appearing on page 6 of said bulletin and must be so branded on the package or the tag.

I. "Choice Cotton Seed Meal" containing at

least 6.59 per cent. nitrogen or 41.15 per cent. protein.

II. "Prime Cotton Seed Meal" containing at least 6.18 per cent. nitrogen or 38.62 per cent. protein.

III. "Cotton Seed Meal" containing at least 5.76 per cent. nitrogen or 36 per cent. protein.

The term "Cotton Seed Meal" shall under no circumstances be applied or used in connection with any product made from the manufacture of cotton seed which contains less than 36 per cent. protein, and any such product found on the markets so labelled will be considered misbranded, and will be subject to confiscation and those offering it subject to prosecution in accordance with the terms of the law.

Branding Mixed Feeds Made from Cotton Seed.

Any product resulting from the manufacture of cotton seed which shows less than 36.0 per cent. protein and 3.0 per cent. fat, and does not run lower in protein than 14.50 per cent., is considered a mixed feed, and the use of the words "Cotton," "Cotton Seed," "Cotton Seed Meal," or "Meal" is the brand name is hereby prohibited. All such mixed feeds will only be granted registration under a brand name accompanying the words "Mixed Feed," as, for instance, "Primo Mixed Feed," and the only use that can be made of the words specified above shall be in the statement of ingredients printed in the inconspicuous manner indicated on the specimen tag appearing on page 6 under the guaranteed analysis. These mixed feeds when so labeled must comply with all requirements of the Commercial Feed Stuffs Law and the Rules and Regulations thereunder in regard to mixed feeds.

Sea Island Cotton Seed Products.

All feed made from the manufacture of Sea Island Cotton Seed showing not less than 25.0 per cent. protein shall be labeled "Sea Island Cotton Seed Meal," and all feed manufactured from this material showing less must be branded under a brand name accompanying the words "Mixed Feed," the statement of ingredients being made in the same manner as required for mixed feeds made from ordinary cotton seed as specified above.

(Signed) E. J. WATSON,
Commissioner of Agriculture, Commerce and Industries.

BRITISH LIVE STOCK STATISTICS.

The number of horses, cattle, sheep and pigs in England and Wales in 1915 and 1916, from returns collected on June 5, 1916, by the British Board of Agriculture and Fisheries was as follows: Horses, 1,287,180 in 1915 and 1,359,570 in 1916; cattle, 6,064,150 in 1915 and 6,215,780 in 1916; sheep, 17,522,580 in 1915 and 17,951,120 in 1916; pigs, 2,420,030 in 1915 and 2,167,940 in 1916.

MEAT SITUATION IN THE U. S.

(Continued from page 16.)

France.—The importance of hogs has long been recognized in France, but their number has been increased only by 1,000,000 in 23 years, or from 6,000,000 in 1890 to 7,000,000 in 1913, with fluctuations in the meantime.

German East Africa.—Hardly 1,500 hogs were in this colony from 1903 to 1905.

Germany.—This country well recognizes the strong economic position of the hog. Next after the United States, Germany is the most prominent hog-raising country, except China. Not having a corn crop to feed to these animals, Germany feeds potatoes, root crops, and a variety of farm products. From 12,200,000 swine in 1892, the number increased to 25,600,000 in 1913, or more than doubled in 21 years.

Greece.—It is supposed that the swine numbered about 60,000 in 1913, and that the number was about 80,000 in 1912 and 1902.

Italy.—Although hogs are comparatively

few in number in Italy, yet they are gradually increasing. In 1890 their number was 1,800,000, and in 1908, 2,500,000, or a gain of only 700,000 in 18 years.

Japan.—Unlike China, Japan is not a hog-raising country, since the number of swine in 1890 was only 206,000, and in 1912 only 309,000.

Madagascar.—From 1908 to 1910 the number of swine increased from 479,000 to 600,000; no information for any other years.

Mexico.—The only information is derived from the census of 1902, which found only 616,000 swine.

Netherlands.—In June, 1910, the swine of this country numbered 1,260,000, all ages being included. In previous years the number is stated for December and includes animals over 2 months old. Swine have steadily increased from 579,000 in 1890 to 862,000 in 1904.

New Zealand.—Swine have been inconspicuous in this country. The number reported year by year from 1896 to 1909 has been about 200,000 to 250,000, but in 1911 a sudden increase of about 40 per cent. occurred over 1909, so that the latest estimate stands at 349,000 swine.

Norway.—From 121,000 swine in 1890 the number increased to 334,000 in 1910.

Paraguay.—From 1890 to 1900 the swine increased from 11,000 to 24,000; there is no information for a later year.

Portugal.—This country had 1,100,000 swine in 1906, and 1,300,000 in 1908.

Roumania.—From 1890 to 1900 swine increased from 926,000 to 1,709,000, but afterwards the number decreased to 1,021,000 in 1911.

Russia, Asiatic.—Swine have hardly obtained a footing in farm economy in the vast temperate region of Siberia. Only 765,000 swine existed in 1905, and 1,534,000 in 1911.

Russia, European.—This part of Russia has not as many hogs as France, and the number seems to have decreased since 1896, for which year 14,647,000 swine are reported. The number in 1913 was 12,487,000.

Servia.—Substantially a stationary number of swine existed from 1890 to 1910, ranging between 866,000 and 960,000.

Spain.—Steadily, but slowly, increasing in number, the swine of this country gained from 1,928,000 in 1891, to 2,571,000 in 1912.

Sweden.—Another country with slow but steady increase in number of swine. The 645,000 swine of 1890 grew to 951,000 in 1911.

Switzerland.—This country had 395,000 swine in 1886 and 567,000 in 1896, and their number has remained stationary to 1911.

United Kingdom.—Although swine have rapidly decreased from 4,250,000 in 1911 to 3,306,000 in 1913, the number was about stationary on the whole from 1890 to 1911, although considerable fluctuations appear. In the United Kingdom swine have always been regarded as providing important articles of food.

Uruguay.—The swine industry may be regarded as well established in this country, although yet on a small scale. The census of 1900 reported 94,000 swine, and the census of 1908, 180,000. It is supposed that the number has increased since 1908, but no estimate has been discovered.

Venezuela.—According to estimates, this country has 1,600,000 swine.

(To be continued.)

THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, October 27.—Market firm, Prime Western, \$16.30 nom.; Middle West, \$16.45@16.55; city steam, 16½c. nom.; refined Continent, \$17.65; South America, \$18; Brazil, kegs, \$19; compound, 14½@14½c.

Marseilles Oils.

Marseilles, October 27.—Copra fabrique, 155 fr.; copra edible, — fr.; peanut fabrique, 142 fr.; peanut edible, — fr.

Liverpool Produce Market.

Liverpool, October 27.—(By Cable.)—Beef, extra India mess, 190s.; pork, prime mess, 152s. 6d.; shoulders, square, 84s.; New York, 75s.; picnic, 69s.; hams, long, 106s.; American cut, 106s.; bacon, Cumberland cut, 98s.; long clear, 99s.; short back, 95s.; bellies, clear, 99s. Lard, spot prime, 88s.; American refined, 28-lb. box, 90s. 6d.; November, 89s. 6d. Lard (Hamburg), nom. Tallow, prime city, 49s.; New York City special, 60s. Cheese, Canadian finest white, new, 112s. Tallow, Austrian (at London), 45s. 6d.

FRIDAY'S CLOSINGS.

Provisions.

The market was excited and very strong again, advancing with renewal of large buying of futures and reports of good cash demand.

Tallow.

Prices were very firm again with very little offered. City specials loose is quoted at 10¾c.

Oleo Stearine.

The market was firm with values held at full prices. Oleo is quoted at 15c.

Cottonseed Oil.

Trading was excited and buying was again heavy. Prices advanced rapidly with the lard market and on the strong crude markets.

Market closed firm. Sales, 6,500 bbls. Spot oil, \$12.50 bid. Crude, Southeast, \$11.20 @11.33. Closing quotations on futures: October, \$12.50 bid; November, \$12.61@12.65; December, \$12.61@12.62; January, \$12.56@12.57; February, \$12.55@12.62; March, \$12.65 @12.66; April, \$12.69@12.75; May, \$12.77@12.79.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, October 27.—Hogs weak and 5c. lower. Bulk of prices, \$9.80@10.15; light, \$9.60@10.20; mixed, \$9.70@10.30; heavy, \$9.65 @10.25; rough heavy, \$9.65@9.80; Yorkers, \$9.85@10; pigs, \$7.75@9.50; cattle, slow and weak; beefeves, \$6.60@11.65; cows and heifers, \$6.15@9.50; Western, \$6.15@9.50. Calves, \$7@11. Sheep, 15c. higher; lambs; lambs, \$8.50@10.95; Western, \$7.60@8.40; native, \$7@8; yearling, \$8@9.

Omaha, October 27.—Hogs lower, at \$9.40 @10.

Buffalo, October 27.—Hogs lower; on sale, 10,400, at \$10.25@10.50.

Kansas City, October 27.—Hogs lower, at \$9.40@10.20.

St. Joseph, October 27.—Hogs lower, at \$9.80@10.25.

Sioux City, October 27.—Hogs steady, at \$9.60@9.80.

Louisville, October 27.—Hogs lower, at \$9.45@10.

Indianapolis, October 27.—Hogs lower, at \$9.80@10.40.

St. Louis, October 27.—Hogs lower, at \$9.80@10.35.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, October 21, 1916, are reported as follows:

Chicago.

	Cattle.	Hogs.	Sheep.	
Armour & Co.	9,541	39,600	22,213	
Swift & Co.	8,217	14,000	31,250	
Wilson & Co.	6,663	12,000	12,324	
Morris & Co.	7,896	9,900	12,289	
Hammond Packing Co.	3,604	7,100	...	
Libby, McNeil & Libby	7,107	...	...
Anglo-Amer. Provision Co.	1,034	7,900	...	
Miller & Hart	3,300	hogs	Independent Packing Co.	
Boyd, Lunham & Co.	6,300	hogs	Western Packing & Provision Co.	
5,100	hogs	Brennan Packing Co.	6,800	hogs; others, 10,500
5,100	hogs			

Kansas City.

	Cattle.	Hogs.	Sheep.
Armour & Co.	8,723	8,691	6,206
Fowler Packing Co.	653	...	2,857
Wilson & Co.	6,847	9,291	3,443
Swift & Co.	9,684	10,180	7,535
Cudahy Packing Co.	6,731	7,942	4,719
Morris & Co.	6,990	6,916	2,130
Others	1,244	740	138

Blount, 337 cattle, 204 hogs and 847 sheep; Wolf Packing Co., 40 cattle; Dold Packing Co., 600 hogs; Independent Packing Co., 169 cattle; Rice & Kirk, 2,417 hogs; Hell Packing Co., 398 hogs; Schwartz, Bolek, 47 cattle and 751 hogs; John Morrell & Co., 455 cattle.

Omaha.

	Cattle.	Hogs.	Sheep.
Morris & Co.	2,574	1,969	3,536
Swift & Co.	4,531	5,747	15,528
Cudahy Packing Co.	5,328	4,711	12,048
Armour & Co.	4,406	3,981	10,976
Swartz & Co.	...	1,130	...
J. W. Murphy	...	5,187	...
Lincoln Packing Co.	74	cattle	South Omaha Packing Co., 34 cattle.

St. Louis.

	Cattle.	Hogs.	Sheep.
Morris & Co.	7,233	4,759	2,067
Swift & Co.	7,486	4,881	2,797
Armour & Co.	8,554	5,822	2,108
East Side Packing Co.	419	1,987	...
Independent Packing Co.	851	1,786	...
St. Louis Dressed Beef Co.	1,686	...	...
Krey Packing Co.	10	1,339	...
Sartorius Provision Co.	...	437	...
J. H. Belz Provision Co.	...	1,061	...
Hell Packing Co.	...	740	...
Carondelet Packing Co.	...	427	37

CATTLE.

Chicago 56,360
Kansas City 41,913
Omaha 23,081
East St. Louis 28,256
St. Joseph 11,121
Cudahy 593
South St. Paul 8,489
New York and Jersey City 10,848
Philadelphia 4,010
Pittsburgh 805
Oklahoma City 5,178

HOGS.

Chicago	148,900
Kansas City	45,234
Omaha	15,707
East St. Louis	37,646
St. Joseph	36,592
Cudahy	9,526
Ottumwa	7,760
Cedar Rapids	7,241
South St. Paul	30,239
New York and Jersey City	26,110
Philadelphia	6,498
Pittsburgh	2,930
Oklahoma City	12,886

Sheep.

Chicago	78,900
Kansas City	27,193
Omaha	49,575
East St. Louis	7,264
St. Joseph	11,554
Cudahy	422
South St. Paul	7,510
New York and Jersey City	31,703
Philadelphia	10,300
Pittsburgh	1,377
Oklahoma City	3,718

RECEIPTS AT CENTERS

SATURDAY, OCTOBER 21, 1916.

	Cattle.	Hogs.	Sheep.
Chicago	1,000	14,000	3,000
Kansas City	500	2,500	3,000
Omaha	900	4,000	1,200
St. Louis	1,000	4,000	500
St. Joseph	100	3,600	5,500
Sioux City	500	3,000	800
St. Paul	2,200	1,500	4,100
Oklahoma City	...	1,700	...
Fort Worth	500	1,500	200
Milwaukee	...	2,391	...
Denver	2,104	457	5,517
Louisville	800	4,000	200
Cudahy	...	1,000	...
Wichita	...	1,467	...
Indianapolis	100	8,000	...
Pittsburgh	...	3,000	600
Cincinnati	400	4,100	200
Buffalo	250	5,600	2,400
Cleveland	200	2,000	1,000
New York	323	1,300	1,428
Toronto, Canada	...	208	...

MONDAY, OCTOBER 23, 1916.

	Cattle.	Hogs.	Sheep.
Chicago	28,000	55,000	38,000
Kansas City	25,000	11,000	13,000
Omaha	14,000	4,000	29,000
St. Louis	9,000	8,000	4,400
St. Joseph	2,500	5,000	3,500
Sioux City	9,000	5,000	6,500
St. Paul	17,700	12,000	23,000
Oklahoma City	1,900	2,300	600
Fort Worth	3,010	2,500	900
Milwaukee	600	1,089	150
Denver	5,572	445	22,645
Louisville	6,300	...	...
Cudahy	1,500	...	...
Wichita	499	...	...
Indianapolis	1,150	9,000	...
Pittsburgh	3,500	9,000	9,000
Cincinnati	4,000	8,417	200
Buffalo	5,700	20,000	9,000
Cleveland	1,300	1,600	...
New York	4,600	9,440	12,560
Toronto, Canada	5,730	1,296	2,074

TUESDAY, OCTOBER 24, 1916.

	Cattle.	Hogs.	Sheep.
Chicago	14,000	26,000	25,000
Kansas City	24,000	16,000	15,000
Omaha	11,500	6,700	24,000
St. Louis	8,400	12,000	2,500
St. Joseph	2,300	8,000	3,000
Sioux City	2,100	5,000	1,300
St. Paul	5,300	5,000	6,500
Oklahoma City	1,390	2,000	1,200
Fort Worth	5,500	2,500	1,200
Milwaukee	500	4,178	1,000
Denver	2,191	800	8,700
Louisville	350	1,200	100
Detroit	...	1,500	...
Cudahy	7,500	...	...
Wichita	2,000	...	...
Indianapolis	1,350	11,000	...
Pittsburgh	3,000	...	500
Cincinnati	600	4,205	200
Buffalo	500	7,500	2,000
Cleveland	100	2,000	1,600
New York	948	3,310	1,430
Toronto, Canada	1,330	615	720

WEDNESDAY, OCTOBER 25, 1916.

	Cattle.	Hogs.	Sheep.
Chicago	2,700	41,000	24,000
Kansas City	10,000	13,000	5,100
Omaha	9,000	5,000	15,000
St. Louis	7,500	8,000	3,200
St. Joseph	2,300	5,000	500
Sioux City	2,500	6,000	5,000
St. Paul	4,500	9,000	5,000
Oklahoma City	2,500	3,000	3,000
Fort Worth	3,500	3,200	...
Milwaukee	300	12,974	500
Denver	3,543	506	5,545
Louisville	600	2,700	100
Detroit	...	6,500	...
Cudahy	1,500	...	...
Wichita	1,307	...	...
Indianapolis	1,500	10,000	300
Pittsburgh	3,500	...	...
Cincinnati	1,100	6,995	400
Buffalo	350	2,500	1,200
Cleveland	300	2,000	2,400
New York	2,885	7,400	3,430

THURSDAY, OCTOBER 26, 1916.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	32,000	25,000
Kansas City	4,000	10,000	9,000
Omaha	9,500	6,500	12,500
St. Louis	6,000	9,000	1,500
St. Joseph	2,000	7,000	3,000
Sioux City	5,000	...	...
St. Paul	6,000	...	...
Oklahoma City	12,000	...	...
Philadelphia	1,000	5,500	100
Pittsburgh	250	2,500	1,400
Cleveland	2,000	...	...
New York	1,142	1,320	5,480

FRIDAY, OCTOBER 27, 1916.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	32,000	14,000
Kansas City	1,000	8,000	3,000
Omaha	1,900	6,700	1,000
St. Louis	1,700	10,500	1,000
St. Joseph	600	6,000	1,000
Sioux City	500	4,500	2,500
Fort Worth	2,300	1,500	400
St. Paul	4,500	12,500	11,000
Oklahoma City	700	2,400	...

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

COUNTRY HIDES.—Firm. Bids of 23½c. continue to be made by buyers for buffs, with sellers firmly demanding 24c. for business. It is reported that a local dealer sold a car of good steers at 25c. and is offering another car at the same price. Extremes are strong in tone and wanted with the last sale rate of 26c. bid for more and declined, due to scarcity of stock. Dulls are still slow, but reports are around to the effect that a little quiet business has been put through at 18½c. Branded hides are quiet. The situation in the originating sections is firm at 23@23½c. delivered Chicago basis for 25 lbs. up hides as to sections and quality. Heavy steers quoted at 25c. at which price they sold today; Heavy cows and buffs 23½@24c.; extremes, 26c. bid; branded cows, 19@20c. flat; bulls, 18½@19c. asked and glue hides at 14@16c. for business.

NORTHWESTERN HIDES.—Steady and active. It is reported that Minneapolis sold all weight countries at better than 24c. delivered Chicago. Also Minneapolis reports selling a car of steers recently at 24c. It is claimed that Minneapolis is offering a car of all weights at 25c. for November shipment; with a large tanner bidding 24½c. for delivered Chicago basis. It is claimed that a car of bulls is being offered in this market at 19c.; with most sellers talking 20c. for business. Extremes are an unknown quantity as none is available for sale and collectors decline to quote them on a reasonable basis. Kip-skins are quoted at 30c. and calf are held at 38c. Horse hides quoted at \$7.75 last paid and \$8 talked for further business.

CALF AND KIP.—Steady. It is reported that a local collector is now asking 45c. for first salted Chicago city calfskins. It is reported that a local seller sold a car of his re-salted outside city skins at a shade under 39c. Packer skins are strong and sold yesterday at 45c. by nearly all packers. Deacons quoted at \$2.40@2.80 and light calf at \$2.60@3; outside prices asked for city skins. Kip-skins are strong with a local collector talking 40c. for his city skins in conjunction with packers, which are being held at the same price, by all packers. Countries are quoted at 30c. last paid.

PACKER HIDES.—Active and higher. It is reported that a "Big 5" sold 2,000 Oct. native steers at 29½c., this is again ½c. advance since yesterday's trading. There are rumors going around that a "Big 3" has sold his native steers at 30c., but full confirmation is unobtainable at present. It is reported that another "Big 5" sold 2,000 Oct. butt brands at the unchanged price of 28c. The situation is decidedly firm and supplies are scarce. Native steers were active and higher. A "Big 5" reports selling 2,000 Oct. natives steers at 29½c., an advance of ½c. over last sales. It is also rumored that a "Big 3" sold his natives at 30c., but full particulars concerning this trade will follow later. Butt brands were steady and active. It is reported that a "Big 5" sold 2,000 Oct. Butt brands at the unchanged price of 28c. Colorados were active and higher. It is reported that about 5,000 Colorados sold at 27c. and sellers are now talking 27@27½c. for business. Texas steers were strong. Nothing new developed

since yesterday's trading at 28c. for heavy Texas steers and 27@27½c. for light and extreme light Texas steers. Native cows were steady. Heavy native cows sold recently at 28c. and this price is being talked for further business. Light native cows sold yesterday in St. Louis as per our later news at 28c. and this price is now being talked by all packers. Branded cows were strong. Nothing new in the way of business. Last sales at 27@27½c. asked. Native bulls were steady. Back salting native bulls sold recently at 22c. and current kill is quoted at 23c. for a few odd lots. Branded bulls were strong and unchanged at 18@19c. nominal.

Boston.

The prices in the sole leather market apparently knows no limit. The prices we quoted, yesterday on hemlock sole leather are still holding, but tanners could take on very little business at this figure, because of the scarcity of stock and the volume of business which has been booked and is still unfilled. Dry hide hemlock is quoted at 48@50c. for No. 1. Good damaged is sold in Boston at 47c. and is now held at 47@48c., poor damaged, 44@45c. Light and middle weights union packer hide leather, tannery run, sold at 70c. and has been delivered. This was in a lot sizable enough to really make a market. Heavy weights are quoted between 65 and 70c., but prices are really nominal in the absence of any sizable business. Stocks are sold up to 30 or 60 days and it is doubtful if any large lot could be purchased at the present time. The price on oak leather is unobtainable, because of the small amount of business which is going on. It is probable that a good lot of scoured backs would bring 75c., or would at least be had at this price by the tanners here. Offal of all kinds is strengthening. Some dry hide shoulders have been quoted up to 40c. The range of price on all grades is from 32@40c. Hemlock bellies are strong at 20c., with supplies meager. Union bellies have advanced 2c. and are now quoted at 23@25c. Oak bellies are quoted at 32@33c., with heads 22@23c.

The upper leathers continue strong and closely sold up on all grades for domestic consumption. Gun metal side leather is quoted 36c., with an occasional offering at a cent better. Fat side leather, both in chrome and bark tannages, is closely sold up. Water-proof leather is slow. Elk at a price is in steady demand, although most tanners are not able to get this out at the figure which buyers want to pay. The asking price for the best grades is 37½c. Colored calfskins are in good demand with prices soaring. Reports from the stores here, which represent western tanners quoted the price between 58 and 60c. or regular runs of Russia calf. While the eastern tanners are not talking over 57@58c., special colors bring a cent or two more. Fancy ooze calf is up to 80c. Glazed kid is active. White glazed kid has been offered in this market at \$1.15 per foot. Other colors are around 80c. Some, of course, could be had down to 60c. Black glazed kid is also advancing, and closely sold up by the good demand for export and for home use. Sheepskins are active, everything being sold on sight. Patent leather is showing a little im-

provement, especially on stock of high grade shoes. Cheap stuff has been selling steadily right along for domestic use and higher grades have been shipped abroad.

New York.

PACKER HIDES.—Strong. No actual sales reported today. The situation is decidedly firm and stocks are moderate. Most sellers talk 30c. for spready native steers; native steers, 29c.; butt brands, 28c.; Colorados, 27c.; native cows, all weights, are firm at 27@27½c. asked, and native bulls 24c. for June to Januaries. It is now confirmed that the car of June-July native bulls, as noted yesterday, brought 23c.

IMPORTED DRY HIDES.—The pronounced strength continues to prevail throughout the general market, but trading in spot lots of common varieties has ruled rather quiet today owing to the closely sold up condition of supplies. It cannot be learned that anything has developed yet on arrivals today per "Caracas" and "Almirante." Last sales of Bogotas were at 37c., on the basis for mountains; Orinocos, 36c., and Puerto Cabelllos, etc., 36½c., and Central Americana, 36c. Some importers' views for next arrivals of the above varieties are up fully 1c. with the exception of Orinocos, and these are expected to bring an advance of 2c., owing to last sales at 36c. Last arrivals of flint dry Peruvians are not reported sold and are held up to 36c. Holders' views on flint dry San Domingos are 33½c. and dry salted 28½c. asked. Brazils are in good demand and it is reported that a sale was made of about 5,000 Bahia Minas, 15@16-lb. average, at 39c. on spot. Negotiations are pending on about 10,000 more of heavy weights, 20@21-lb. average, at 39c., and momentary trading is expected at this figure. Chinas continue active and strong. A lot of about 2,000 Chinas, 3@24 lbs., sold at 22 pence. The River Plate market continues excited and active. A lot of 10,000 Cordobas, all winter haired, 9@10 kilos, including 15 per cent. seconds, sold at 42c. Boston importers are talking these weights up to 42½c. Cordoba kips are held at 25c. An offering is noted here of 8,000 Montevideo kips, 5@6 kilos at 43c.; 2,000 river kips, 4@5 kilos, sold at 41c.

About 5,000 Bahia Minas, 15@16 lbs., sold at 39c. 10,000 Cordobas, 9@10 kilos, all winter haired, 15 per cent. seconds, sold at 42c. 2,000 River kips sold at 41c.

IMPORTED WET SALTED HIDES.—No further trading is reported today in River Plate frigorificos, but sellers are talking as high as 33½c. for current steers. A local dealer reports selling Paraguay City and Tucuman City Mataderos, average 75 lbs., at 22½c. Spot hides are strong but quiet. Cubans are firm at 23½c. for Havana regulars, 40@45 lbs. average, and some now talking up to 24c. for business. Havana specials containing packers and selected hides, 40@45 lbs. average, are offered at 25c.

COUNTRY HIDES.—Steady to strong. It is reported that a car of Ohio buffs sold in Boston today at 24½c. and a car of Ohio extremes brought 27c. and an additional car sold as high as 27½c. A local dealer is offering a car of Ohio steers, 60 lbs. and up, at 25½c. selected. Southern hides are strong. Far Southerns are held at 22@23c.; northerns, 24c., and northerns free of ticks, 25c. asked; flat, 25@26c. Extremes are valued at 1@1½c. more. A sale is noted of a car of Georgia hides including kips at 24c. flat. Canadians are higher with last sales of 25 and up at 24½c. and now held at 25c. flat basis. New York State hides, all weights in carload lots, are nominal at 24@24½c. flat.

Philadelphia.

Market strong but not so active as offerings are fewer.

PACKER HIDES.—A sale is noted of 1,200 October native steers at 27½c.; 1,000 native bulls at 22½c.

COUNTRY HIDES.—are in active request. Two cars buffs sold at 24c.

CALFSKINS.—Strong. 5,000 Philadelphia city's sold at \$3.45, \$3.95 and \$4.45. Also a small car kips brought \$5 for 12@16's and \$6 for 16 lbs. and up.

HORSE HIDES.—Strong. \$8.50 asked.

WE ARE ARCHITECTS AND ENGINEERS

Let us help you to bigger and better business. Our experience and the services of our experts are at your disposal when you plan that new Packing House—Abattoir—Rendering Plant.

Let's get together.

C. H. A. Wannenwetsch & Company, Buffalo, N. Y.

Manufacturers of the Wannenwetsch Sanitary Rendering and Drying Apparatus

LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from the National Live Stock Commission Co.)

Union Stock Yards, Chicago, October 25.

All of the markets have been deluged recently with medium short-fed and half-fat cattle, together with "scads" of medium, plain and common stockers and feeders, and the prohibitive prices for corn is the answer; also, the national election is generally preceded by heavy runs of live stock, for there are always some people who get panicky and think they must unload for fear that the bottom will drop out of the market, and their action usually produces just the effect they desire to avoid. Most farmers will say that they cannot afford to feed corn that is selling so abnormally high, but \$10 to \$12 cattle and \$10 to \$11 hogs will pay for even dollar corn. Receipts for the first three days of the week totaled almost 70,000 as compared to 61,234 for the same period a week ago. Good to choice corn-fed steers are scarce and anything from \$9.50 up to the extreme top of \$11.60 sold strong and higher, in fact the better grades show 15@25c. advance over a week ago, while under 9c. it's a hard to quote market, trade being very slow, but about steady on the medium kinds of cattle and very dull with a lower tendency on the plain and common light killing stuff, and everything indicates that the better grades of corn-fed cattle will be scarce and gradually work higher, but, on the other kinds there is no relief in sight as yet.

Logically the excessive supply of medium, plain and common little killing steers is having more or less of an adverse influence on the market for the rank and file of cows and heifers. However, despite this handicap the butcher-stuff trade is giving a very good account of itself and following the decline that took place during the closing days of last week, the market on good to choice cows and heifers is ruling active and strong and in some cases a little higher than a week ago. Medium kinds of she-stuff as well as canners and cutters are ruling steady at last week's closing prices and the bull trade is active and strong on everything but the common little bulls that have to sell for canner purposes and anything in the way of sappy bolognas or butcher bulls meet with ready acceptance both from local and Eastern buyers, while the calf market has declined 75c.@\$1 per cwt. this week.

Chicago continues to maintain its supremacy and, as has been the case for sometime past, is the "high spot" on the hog map nine days out of ten. The trade has steadily advanced and is higher than a week ago, but with 130,000 for the first three days of this week, as compared to 98,640 for the same period a week ago, it would not be surprising, even in the face of the big demand, if some easing off in values took place and after a strong opening on Wednesday the trade closed weak and lower with everything indicating that the abnormally high corn market would force in a good many hogs.

Wednesday's quotations were as follows: Choice hogs, \$10.30@10.50, top \$10.55; good mixed and good light, \$10.10@10.25; good packing grades, \$10@10.15, and healthy pigs from \$9.25@9.50.

The sheep and lambs branch of the trade continues to gather strength and not far

(Continued on page 43.)

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, October 24.—A hard rain this morning put a damper on the keen cattle market, but salesmen held out for firm prices, and killers needed cattle, so the demands were met. Stockers and feeders sold steady. Buyers had the advantage of a slow market, and of light fills. Receipts were 23,000 head.

The best beef cattle here this week were long fed Kansas steers at \$10.50, other Kan-

sas steers \$10.25. Grass cattle are very much mixed, especially from nearby points, the long strings of Kansas grazed cattle about all in. Some big, rough steers sold this week at \$7.50 or less, and stags at \$6.40. Smooth light steers sell at \$6.25@6.75, but there is a class of big steers carrying little flesh, around 1,000 pounds, which are not desirable feeders, and have to go to killers around \$6, most of these from Oklahoma. Light, thin steers sell to killers at \$5.40@5.75. Cows are in comparatively light supply and sell at \$4.50@7, including canners.

Big strings of Panhandle yearlings were the feature in stockers and feeders again this week, several lots selling at \$7.35, a few up to \$8. Colorado sent high-bred yearlings at \$7@8, and New Mexico offerings included one lot at \$8.25. Colorado yearlings sold at \$7.50 this morning, a steady price, and good bred Oklahoma yearlings at \$6.60@7, plain stock steers \$6@6.50. Fleshy feeders bring \$7.75@8.50, medium and light weight feeders \$6.35@7.40.

A fairly liberal run of 16,000 hogs arrived, and met a good demand, prices 10@15c. higher, top \$10.35, bulk \$9.85@10.30. Strength in provisions gave the hog market firmness, and made the outlook promising. Advancing feed prices also cause buyers to offer less resistance to advances. Receipts are running ahead of this time a year ago, but the demand is very much greater. Light weights sold up to \$10.25 today, pigs \$8.75@9.60.

Pelts were wet today in sheep and lambs division, and net returns to sellers were greater, although the price per pound was less than yesterday. Best lambs \$10.20. Yearlings sold at \$7.75, weighing 101 lbs. ewes around \$7, wethers \$7.50. Demand for feeding lambs is stronger than last week, sales at \$9.25@9.75, feeding and breeding ewes not much changed, feeders \$5.25@6.50, breeders \$7@8.50, choice light young ewes worth \$9@9.50. Receipts are 15,000 today.

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Oct. 25, 1916. The liberal runs of cattle continue. We received this week 34,000 head of which 7,600 were southerns. The quality continues to improve. There were quite a good number of heavy well finished cattle in the offerings this week and upon this grade the market has held to a fully steady, if not stronger basis. The top for the week was made on Tuesday, when 4 loads of Missouri fed steers averaging 1,450 lbs. brought \$10.80; another single load of about the same weight, also from Missouri, brought the same figure. Quite a few sales ranging from \$10@10.50, are reported both in heavy beevies and yearlings. The bulk of the beef steer trade swings around the \$9 mark with the medium and grassy kinds selling between \$7 and \$8. While we were able to report a better run of the good grades, the bulk of our offerings is still made up of common and medium cattle, and upon this class the market is naturally draggy and somewhat lower for the week. In butcher stock the best grades have the call and the market is about the same as on best grades of heavy cattle. Mixed yearlings and heifers sold up to \$10.50, but the 3 loads which brought this figure were especially good; very good mixed loads, indeed, went to scale at \$10. The top for all grades this week was made in the butcher class when 3 loads of Missouri fed yearlings, averaging \$10.40 brought \$11.15. These were the highest priced cattle sold on this market since June. The cow trade is active and ranges from \$5.25@7 for the butcher kinds; fancy cows sold this week up to \$7.75. The Oklahoma and western cattle supply, while lighter in volume, is still coming and the market on them is fully steady. A train of 15 cars sold on Wednesday at \$7.20 and another train of lighter, rougher cattle brought \$6.85. The bulk of the Oklahoma grassers are selling from \$6@7. A train on Tuesday sold for \$7.40, the top for the week on this grade.

The hog market is active and about 25c. higher for the week. We received for the week ending today 52,000 hogs. As in cattle, quality is showing some improvement, but there are still a great many light unfinished hogs in the receipts. Both the local packing and the shipping trade are active and clearances are prompt. The quotations at this writing are: Mixed and butchers, \$10.05@10.50; good heavy, \$10.50@10.50; rough, \$9.75@10; lights, \$10.10@10.45; pigs, \$8.75@9.75; bulk, \$10.10@10.45.

Our sheep receipts for the week are 12,000. The market while somewhat irregular, has averaged close to steady with a stronger tendency. Mutton ewes are selling at \$7@7.25. Yearlings, \$8@8.75. We are receiving a few good lambs and they have sold this week up to \$10.65 for a band of choice light ones. The bulk of the best lambs are selling from \$10@10.50, while the common and medium offerings are scaling at \$7.50@9. Our sheep and lamb supply is short and it is far below the demand.

OMAHA

(Special Letter to The National Provisioner.)

South Omaha, Neb., October 24.—Cattle receipts last week were nearly 56,000 head, by far the heaviest week's supply in the history of this market and there is every indication at present that October receipts will exceed 200,000 head and thus break all records for a month's receipts. Naturally there was much unevenness about the trade last week, but the sharp decline of Monday and Tuesday was more than recovered the latter part of the week and the close was strong under the influence of a very broad demand from all the packers. This week supplies have moderated considerably and the market has shown still further strength. Few natives are coming but some choice 900-pound yearlings brought \$10.65 today and choice heavy beef steers would bring the same figure. Bulk of the fair to good 1,100 to 1,350-pound steers sell at \$8.50@9.50, the common to fair stuff selling from \$6.75@8.25 and on down. Fancy range beevies sold up to \$10 again this week, but good to choice range beevies sell largely at \$8@9, fair to good grades at \$7.25@8 and the common to fair kinds and Texans and Mexicans at \$6.25@7 and on down. Cows and heifers are selling at a spread of \$4.50@7, the bulk of the fair to good butcher and beef stock at \$5.80@6.40. Veal calves continue steady at \$8.25@10.25 and bulls, stags, etc., firm at \$5.25@6.75.

Hogs are still coming in slowly and quality is not at all good. Only 25,000 head arrived last week and the trend of values was steadily upward, the advanced for the week amounting to 30@35c. Butcher grades are still preferred by both packers and shippers, but quality rather than weight determines the price. There were some 8,400 hogs here today and prices held about steady. Tops brought \$10.15 as against \$9.65 last Tuesday and the bulk of the trading was at \$9.75@9.90 as against \$9.45@9.55 one week ago.

Movement of sheep and lambs is falling sharply short of a year ago, last week's run being 118,000 head and the month's supply to date being some 25,000 short of a year ago. Prices have shown more or less fluctuation from day to day, but in the main the demand has been good and values are not much different from a week ago on lambs. Aged stock has been coming more freely than recently and values are off 15@25c. on ewes, wethers and yearlings. Demand for feed sheep and lambs is still keen and buying is free at about last week's prices. Fat lambs are selling at \$9.75@10.25; yearlings, \$7@7.75; wethers, \$6.50@7.40, and ewes, \$5.65@6.65.

NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO OCTOBER 23, 1916.

	Beeves.	Calves.	Sheep and lambs.	Hogs.
New York	1,508	4,124	2,265	7,405
Jersey City	6,656	4,794	18,798	18,587
Central Union	2,689	575	10,640	124
Totals	10,848	9,493	31,703	26,116
Totals last week	7,645	7,025	30,552	24,719

ICE AND REFRIGERATION

NEW CORPORATIONS.

Koehler, Va.—The Patrick Henry Cold Storage Company, has been incorporated with E. J. Davis as president and J. C. Ford, secretary and treasurer, both of Martinsville, Va. Capital stock, \$100,000.

Norton, Va.—The Norton Ice & Cold Storage Corporation, has been incorporated with a capital stock of \$100,000, with C. F. Blanton of East Stone Gap, Va., as president; and E. J. Prescott of Big Stone Gap, Va., as secretary.

ICE NOTES.

Fitzgerald, Ga.—A refrigerating plant will be installed by the Fitzgerald Ice Company.

York, Pa.—Plant of the Glen Rock Ice & Cold Storage Company has been destroyed by fire.

Arkansas City, Ark.—The installation of an ice plant is contemplated by the Lambe & Demarke Light & Water Company.

Mission, Texas.—The capital stock of the Mission Ice, Light & Water Company, has been increased from \$20,000 to \$40,000.

St. Petersburg, Fla.—An ice factory to be operated as auxiliary to main plant will be built by the Citizens Ice & Cold Storage Company.

Commerce, Okla.—\$12,000 is being expended by the Ottawa County Ice Company, for improvements to their plants at Commerce and Miami, Okla.

Monroe, N. C.—A three-story building will be erected by Winchester & Futch and a cold storage plant for fruits, meats, eggs, etc., will be installed.

Orangeburg, S. C.—The plan to organize a company with a capital stock of \$5,000 for the purpose of establishing a creamery at this point, is interesting J. Leroy Duke.

Sarcocie, Mo.—It is reported that A. B. McAbee, of Pittsburgh, Pa., is interested in the organization of a company for the purpose of establishing an ice and powder factory.

Kansas City, Mo.—A three-story and basement building will be remodeled by the Hardinge Cream Company, of Omaha, Neb., as a creamery with a capacity of 1,000,000 pounds of butter yearly.

Bogalusa, La.—The Ozone Ice Company, will erect a cold storage plant with a capacity of from 500 to 600 tons ice, of brick and concrete construction. A creamery will also be erected. Cost of both estimated at \$12,000 to \$15,000.

Lagrange, Ky.—E. S. Tachau, J. B. Wilson and John Davis, all of Louisville, Ky., R. M. Smith and Joseph Frankel of Lagrange, Ky., are interested in the organization of a company with a capital stock of \$60,000 for the purpose of constructing an ice factory, electric light, power plant and water works.

CHEESE IN COLD STORAGE.

Reports from 168 cold storages show that their rooms contain 29,487,768 pounds of American cheese, as compared with 36,413,561 pounds in 199 storages on September 1. The 126 storages that reported holdings on October 1 of this year and last show a present stock of 22,408,699 pounds as compared with 22,622,367 pounds last year, a difference of 213,668 pounds or nine-tenths of one per cent. The reports of 147 storages show that their holdings increased 1.5 per cent. during September as compared with the increase of 1.3 per

cent during September last year. A summary of this report was released by wire on October 9. As a few cold storages have not responded to the monthly inquiries, this report does not include all holdings.

FULL DECISION ON COLD STORAGE LAW.

In the effort to control cold-stored products by national or State regulation the law makers, actual or proposed, have not always given such consideration to the rights of cold-storage warehousemen and provision dealers using such stores, as the constitutions of States requires. That much is proved by the recent decision of the Supreme Court of Pennsylvania declaring the hastily passed cold storage regulatory act of that State unconstitutional. On the grounds stated by Justice Carpenter in his opinion, it would seem that the same reasoning would apply to most of the hasty legislation dealing with cold stores and cold-stored food passed in many States. It probably precludes Congressional action on a law of similar nature long under consideration in Washington. The decision is, therefore, widespread in its effect and of prime importance to cold stores in all parts of the country. The principles laid down will help all cold storage interests in getting reasonableness written into the laws governing their industry. For these reasons the decision is quoted in full, below.

The Decision.

1. Plaintiff is a wholesale dealer in butter, eggs and cheese in the city of Pittsburgh, Pa.

2. On or about June 9, 1915, plaintiff placed certain tubs of butter in cold storage in warehouse No. 5 of the Union Storage in said city of Pittsburgh, part of which remain in said warehouse.

3. On or about March 14, 1916, Edward P. Jones and Jennie Jamison, two of the defendants, acting or claiming to act under the authority vested in them by the Cold Storage Act of 1913, and their appointment as agents of James Foust, dairy and food commissioner of Pennsylvania, seized three tubs of butter belonging to plaintiff, and then in said cold storage warehouse, and placed thereon certain tags or pasters setting forth that said butter had been held in cold storage beyond the time al-

lowed by law; that the same was not salable as food, etc.

4. On or about March 16, 1916, plaintiff demanded of said storage company the delivery of said tubs of butter, offering to pay all storage charges, but the said storage company, at the instance of or pursuant to an agreement or arrangement with the other defendants, or some of them, refused to deliver said butter except in presence, or upon the order of, the dairy and food commissioner, or his agents.

5. Jennie Jamison, agent for and acting under the direction of her co-defendant, James Foust, has declared her purpose to institute criminal proceedings against plaintiff, under the provisions of the Cold Storage Act of 1913, if he offers said butter for sale for food.

Conclusions of Law.

First: Equity has jurisdiction.

Second: Section 16 of the Act, approved May 16, 1913, known as the Cold Storage Act of 1913, is in conflict with the Constitution of Pennsylvania, in that it violates the provisions of Article I, Section 1, entitled "Declaration of Rights."

Third: Said section (16) is unconstitutional and void, being in violation of the Fourteenth Amendment to the Constitution of the United States, which provides, inter alia:

"No State shall make or enforce any law which shall abridge the privileges or immunities of citizens of the United States; nor shall any State deprive any person of life, liberty or property without due process of law; nor deny any person within its jurisdiction the equal protection of the laws."

Fourth: Plaintiff is entitled to the relief prayed for in the second and third paragraphs of his prayer.

Discussion.

Counsel have expressed their desire that the court pass upon the controlling question, to wit, the constitutionality of the Act of Assembly known as the "Cold Storage Act" of 1913, and particularly Section 16 of said act. To the end that the question thus presented may be considered and decided, and for no other reason, the material facts alleged in the bill are admitted. The sum of money immediately involved is unimportant, but the value of the right asserted by plaintiff is by no means small, and the question involved is of first importance to the State, to dealers in food and products and to the persons or corporations maintaining cold storage warehouses.

Preparedness Insuredness Safety First

If you want to prepare for the hard summer season;

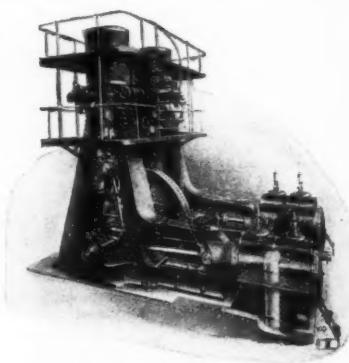
If you want to provide safety, reliability, long life and low repair costs for your plant;

You must secure a machine built for hard usage—one that goes and keeps going when you need it most.

Frick Machines are built particularly for this service

Write us and learn how you can get proof of it.

Frick Company
WAYNESBORO, PA. U.S.A.
ICE MACHINERY SUPERIOR SINCE 1862



New York, N. Y.

Philadelphia, Pa.

Baltimore, Md.

Pittsburgh, Pa.

Atlanta, Ga.

Dallas, Texas

St. Louis, Mo.

Los Angeles, Cal.

PURITY IS ESSENTIAL IN AMMONIA

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

BOWER BRAND ANHYDROUS AMMONIA

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. Send for Free Book and Calendar.

Specify BOWER BRAND AMMONIA, which can be obtained from the following:

ATLANTA: M. & M. Warehouse Co.
BALTIMORE: Wernig Moving, Haul. & Stge. Co.
BOSTON: Field, Richardson & Co.; C. P. Duffee.
BUFFALO: Hellriegel & Company.
CHICAGO: F. C. Schapper, Wakem & McLaughlin.
CINCINNATI: Pan-Handle Storage Warehouse.
CLEVELAND: General Cartage & Storage Co.; Harry E. Bollinger.
DETROIT: Riverside Storage & Cartage Co.
DALLAS: Oriental Oil Company.
HAVANA: O. B. Cintas.
HOUSTON: Texas Warehouse Co.
INDIANAPOLIS: Railroad Transfer Co.
JACKSONVILLE: St. Elmo W. Acosta.
KANSAS CITY: Crutcher Warehouses Co.
LIVERPOOL: Peter R. McQuile & Son.
LOS ANGELES: York-California Construction Co.
LOUISVILLE: Union Warehouse Branch.
MEMPHIS: Patterson Transfer Co.
MEXICO: F. F. Ernst, O. Heindorf.
MILWAUKEE: Union Transfer Company.
NEWARK: American Oil & Sup. Co.
NEW ORLEANS: Chas. F. Rants.

NEW YORK: Roessler & Hasslacher Chemical Co.; Shipley Construction & Supply Co.
NORFOLK: Nottingham & Wrenn Co.
OKLAHOMA CITY: O. K. Transfer & Stor. Co.
PHILADELPHIA: Henry Bower Chem. Mfg. Co.
PITTSBURGH: Penna. Transfer Co.
PORTLAND, ORE.: Northwestern Transfer Co.
PROVIDENCE: Rhode Island Whse. Co., Edwin Knowles.
RIO DE JANEIRO: F. H. Walter & Co.
ROCHESTER: Shipley Construction & Supply Co.; Rochester Carting Co.
SALT LAKE CITY: Utah Soap Co.
ST. LOUIS: Pillsbury-Becker Eng. & Supply Co.
ST. PAUL: Fidelity Storage & Transfer Co.; R. B. Whitacre & Co.
SAN ANTONIO: Oriental Oil Co.
SAN FRANCISCO: York-California Construction Co.
SAVANNAH: Benton Transfer Co.
SPOKANE: Spokane Transfer & Storage Co.
SEATTLE: York Construction & Supply Co.
TOLEDO: Moreton Truck & Storage Co.
WASHINGTON—Littlefield, Alvord & Co.

HENRY BOWER CHEMICAL MANUFACTURING CO., 29th St. and Gray's Ferry Road, Philadelphia, Pa.

The Cold Storage Act of 1913, P. L. 216, is entitled:

"An act for the protection of the public health and the prevention of fraud and deception, by regulating the storage and sale of cold storage foods; fixing penalties for the violation of the provisions thereof, and providing for the enforcement thereof."

The first seven sections define certain terms and words used in the act. The next eight sections refer to various matters not involved—at least not directly, in this controversy. Section 16, relating to periods of storage, is attacked as unconstitutional. Some of the provisions of the remaining sections may be involved in the questions raised, but the controversy centers in Section 16, as follows:

Section 16. "No person, firm or corporation shall sell, offer or expose for sale, any of the herein named foods, which shall have been held for a longer period of time than herein specified in a cold storage warehouse or warehouses, to wit: Whole carcasses of beef, or any parts thereof, four months; whole carcasses of pork, or any part thereof, six months; whole carcasses of mutton, or any parts thereof, six months; whole carcasses of lamb, or any parts thereof, six months; whole carcasses of veal, or any parts thereof, three months; dressed fowl, drawn, five months; dressed fowl, undrawn, ten months; eggs, eight months; butter, nine months, and fish, nine months."

It is contended by counsel for plaintiff that this section is in violation of the rights guaranteed by the Constitution of Pennsylvania and is in total disregard of the Fourteenth Amendment to the Constitution of the United States. Counsel for defendants contend that neither of these propositions is maintainable, and on the contrary, assert that the entire act is constitutional and a valid exercise of legislative power, as a police regulation.

The provisions of our Declaration of Rights are familiar to all, and need not be quoted. It is sufficient to say that the right to acquire, possess and protect property and reputation and of pursuing happiness is guaranteed, and no person can be deprived of life, liberty or property unless by the judgment of his peers or the law of the land.

The Fourteenth Amendment to the Constitution of the United States reads, in part, as follows:

"No State shall make or enforce any law which shall abridge the privileges or immunities of citizens of the United States, nor shall any State deprive any person of life, liberty or property without due process of law, nor deny to any person within its jurisdiction the equal protection of the law."

Does the 16th Section of the act under consideration offend against the fundamental law of the State and of the United States? Counsel have argued the question and have furnished exhaustive briefs. Having examined the authorities cited and carefully considered the arguments advanced, I have reached the conclusion that this section of the act plainly and palpably violates those provisions of our State Constitution and the Constitution of the United States to which reference has been made.

WATCH PAGE 48 FOR BARGAINS

1012 YORK Refrigerating Machines

Were sold during the 12 months ending August 31st—by far the greatest record ever established in this industry.

YORK QUALITY is impressing itself upon the users of Mechanical Refrigeration in this country. This record of actual sales represents an increase of 60% over previous year. A York Plant embodies not only superior quality but it also assures the owner unequalled **YORK SERVICE**.

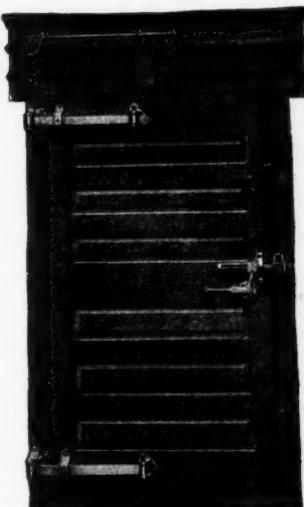


York Manufacturing Co.

(Ice-Making and Refrigerating Machinery exclusively)

YORK, PENNA.

DOORS For Cold Storage and Freezers



Have you ever examined our
"JONES" or "NOEQUAL"

type of Door, and noted the heavy material used in construction, or how the massive "Jones" Automatic Fastener and "Jones" Adjustable Spring Hinges keep the door tight against the double and triple seals of contact.

If not, it's time! You should know why the Big Packers use our doors almost exclusively.

Made with or without trap for overhead rail. Cork insulated. Built for strength. A 96-page illustrated catalog upon request.

JAMISON COLD STORAGE DOOR CO.

Formerly

JONES COLD STORE DOOR CO.
Hagerstown, Maryland, U.S.A.

No one will question the right of the Legislature to enact laws for the protection of the public health, nor will any person question the constitutional power of the Legislature to enact laws prohibiting the sale of impure foods, or of any imitation of any food, as genuine. If my understanding of the numerous decisions cited by defendants' counsel is correct, they so decide, and do not go beyond that limit. To say that the manufacturer or dealer shall not add water to vinegar intended for sale, or that imitation butter shall not be sold as genuine, is clearly a legislative function. It may be that, after proper scientific investigation the Legislature can declare certain foods or articles used as food, deleterious to health and prohibit their sale; though everyone knows that opinions concerning what we shall eat and what we shall drink, in order to avoid sickness, differ widely. It will be noted that the "Cold Storage Act" does not assert that it is based on scientific experimentation or observation. In so far as any reason for its enactment is disclosed, the time limit for cold storage of the articles mentioned might have been cut down one-half, or doubled. If the act contained a provision to the effect that after the periods specified the several articles could not be removed from cold storage and sold without inspection, possibly no legal objection could be interposed.

Butter has been used as a food for centuries, and prior to the introduction of cold storage warehouses was preserved and kept sweet and wholesome for long periods of time by those who made and understood how to protect it against decay. With the wisdom or lack of wisdom exhibited in the enactment of any law, the courts have no concern, but it may not be improper to call attention to the fact that a place specially designed, constructed and operated for the purpose of preserving butter against deterioration, is the only place where it cannot be kept beyond a specified number of months. Butter may be kept in the spring house for an indefinite time and sold to any person who is willing to buy it, but if it is placed in cold storage the owner becomes a criminal, liable to fine and imprisonment, if he attempts to sell it for food one day after it has been in storage nine months. The question of its condition, its fitness for food, is absolutely excluded from consideration.

If the provisions of the act concerning which complaint is made be allowed to stand, then I know of no valid reason why the Legislature may not pass an act requiring every farmer and dairyman to dispose of his butter within nine months or one month after it is made, making it a misdemeanor to offer it for sale for food at any later time. It is a matter of common observation that fruits and vegetables decay, and that the process of deterioration goes on more rapidly under certain conditions than it does under others, yet if the Legislature can, with or without reason, prohibit the sale of butter kept in cold storage for nine months, it can make it a misdemeanor to sell or offer for sale fruits and vegetables that have been kept a week or a month after being gathered.

As above stated, no one doubts the right and duty of the Legislature to declare that water shall not be put in vinegar, lard in butter or sand in sugar, if intended for sale, but to confiscate a man's property merely because he may chance to keep it in cold storage for a single day beyond the number of months arbitrarily designated, is certainly depriving him of his property without due process of law. But it is said that to enforce the act is not confiscation, inasmuch as it does not absolutely prevent the withdrawal and sale of the butter, but merely declares that it shall not be sold for food. This contention is more plausible than sound. An act may be confiscatory, though it does not wholly deprive one of the use of, and the right to sell, his property. I do not know the uses to which condemned butter can be put, but to label it "Not Salable for Food" makes it unmarketable, or if not, it certainly depreciates and practically destroys its market value. It is, however, earnestly contended that this legislation is a proper and valid exercise of the police power of the State. "Police power," like

"charity," may doubtless cover a multitude of sins, but neither can justify the taking of one's property without compensation and contrary to the fundamental law of the State.

I am not unaware that the Supreme Court of the United States has in numerous cases upheld the power of the State to enact laws protecting the public health, morals, etc., but a careful examination of many of these cases makes it plain that what Mr. Justice Field, in *Mugler vs. Kansas*, 123 U. S. 623, describes as "That undefined power of the State, called its Police Power," cannot be exercised without, and beyond the limits of reason. The Fourteenth Amendment forbids the arbitrary deprivation of life and property and the arbitrary spoilation of property.

Barbier vs. Connolly, 113 U. S. 27.

The thought that seems to pervade all the decisions is well expressed in *Patterson vs. Kentucky*, 97 U. S. 501, in which, after citing decisions in reference to the powers of Congress to regulate commerce against encroachment under the guise of police regulations, the court says:

"It has, nevertheless, with marked distinctness and uniformity, recognized the necessity, growing out of the fundamental conditions of civil society, of upholding State police regulations, which were enacted in good faith and had appropriate and direct connection with that protection to life, health and property which each State owes to her citizens."

It will be noted that good faith and direct connection with the protection of life and health must appear. Attention has already been called to the fact that no reason is given for saying that butter kept in cold storage eight months and twenty-nine days is fit for food, but if kept nine months and one day it may not be sold for food. Good faith may be assumed, but it must appear that the "regulation" has appropriate and direct connection with public health. That the preliminary duty of inspection rests upon the State is recognized in the 13th Section of the Cold Storage Act, but it will be noted that condemnation under the 16th Section is not made to depend on the result of the required investigation; in fact, inspection and examination have no relation to each other.

In *Railroad Company vs. Husen*, 95 U. S. 465, 469, the court, conceding the right of the State to enact reasonable inspection laws to prevent the portation of diseased cattle, held invalid a law prohibiting the introduction of Texas cattle, even though they were perfectly healthy. This case, it is true, related to interstate commerce, but the following from *Schollenberger vs. Pennsylvania*, discussing *Railroad vs. Husen*, bears upon the question now being discussed.

"Reasonable and appropriate laws for the inspection of articles, including food products, were admitted to be valid, but absolute prohibition of an unadulterated, healthy and pure pure article has never been permitted as a remedy against the importation of that which was adulterated and therefore unhealthy and impure."

In *Mugler vs. Kansas*, Mr. Justice Harlan (page 661) says:

"It does not at all follow that every statute enacted ostensibly for the promotion of these ends is to be accepted as a legitimate exertion of the police powers of the State. There are of necessity limits beyond which the Legislature cannot rightfully go. While every possible presumption is to be indulged in favor of the validity of a statute, *Sinking Fund Cases*, 99 U. S. 700-718, the court must obey the Constitution rather than the law-making department of the government, and must depend upon their own responsibility to determine whether in any particular case these limits have been passed. 'To what purpose,' it is said in *Marbury vs. Madison*, 1 Cranch 137-175, 'are powers limited, and to what purpose is that limitation committed to writing, if these limits may at any time be passed by the intended to be restrained?' The distinction between a government with limited and unlimited powers to abolish those limits do not confine the persons on whom they are imposed, and if acts prohibited and acts allowed are of equal obligation. Courts are not bound by mere forms, nor are they to be misled by

mere pretenses; they are at liberty—indeed, are under a solemn duty—to look at the substance of things whenever they enter upon the inquiry whether the Legislature has transcended the limits of its authority. If, therefore, a statute purporting to have been enacted to protect the public health, the public morals or the public safety, has no real or substantial relation to those objects or is a palpable invasion of rights secured by the fundamental law, it is the duty of courts to so adjudge, and thereby give effect to the Constitution."

Just wherein the public health is protected or fraud and deception prevented by authorizing certain State officials to brand a recognized wholesome food product "Not Salable for Food" without any reference whatever to its actual quality and condition, but solely because it has been preserved in a cold storage house for nine months and one day, is not apparent. "Not Salable for Food" must be held to mean "not fit for food," otherwise we have the State interfering with the private affairs of its citizens, without even a pretense of reason for so doing, and arbitrarily depriving the owner of the lawful use of his property. And if the words "not salable" mean "not fit," deception is not prevented, but is in fact practiced, and that by the State. For by its officers and agents it avers as a fact that which may not be true. I have already called attention to the fact that Section 16 is drastic, in that it fixes arbitrarily a time limit without any reference to the condition and without any provision for inspection of the food to ascertain whether it is "wholesome" and therefore "fit for human food," as defined in Section 7 of the act. The tag or plaster does not say the butter is not wholesome, but that it is not salable for food.

In *Schollenberger vs. Pennsylvania*, 171 U. S. 1 (Com. vs. Paul, 170 Pa. 284), Mr. Justice Peckham says:

"Is the rule (that regulation is as far as a State may go) altered in a case where inspection or analysis of the article to be imported is somewhat difficult and burdensome? Can the pure and healthy food product be excluded on that account? No case has gone to that extent. . . . In the execution of its police powers, we admit the right of the State to enact such legislation as it may deem proper, even in regard to articles of interstate commerce, for the purpose of preventing fraud and deception in the sale of any commodity and to the extent that it may be fairly necessary to prevent the introduction or sale of any adulterated article within the limits of the State, but in carrying out this purpose the State cannot absolutely prohibit the introduction of an article of commerce like pure oleomargarine. It has ceased to be what counsel for the Commonwealth has called—a newly discovered product."

The Court of Appeals of New York, in *People vs. Biesecker*, 169 N. Y. 53, declared the following propositions firmly established:

(a) The Legislature cannot forbid or wholly prevent the sale of a wholesome article of food.

(b) Legislation intended and reasonably adapted to prevent an article being manufactured in imitation or semblance of a well-known article in common use, and thus imposing upon consumers or purchasers, is valid.

(c) In the interests of public health the Legislature may declare articles of food not complying with a specified standard unwholesome, and forbid their sale.

In holding, as I feel compelled to do, that Section 16 of the Cold Storage Act is unconstitutional, I am not mindful of what was said in *Powell vs. Commonwealth*, 114, Pa. 365, affirmed by the United States Supreme Court in *Powell vs. Pennsylvania*, 127 U. S. 678:

"The rights of the judiciary to declare a statute void and to arrest its execution is one which, in the opinion of all courts, is coupled with responsibilities so grave that it is never exercised except in very clear cases." On the other hand, I recognized the duty which Mr. Justice Harlan, in *Mugler vs. Kansas*, supra, rests upon the court. As to the jurisdiction of a Court of Equity, there does not appear to be any doubt.

(Continued on page 36.)

FOR PURCHASING DEPARTMENTS

NEWS FOR ICE HARVESTERS.

The Basin Saws, a new device used in the harvesting of natural ice, is the chief topic discussed and illustrated in Bulletin No. 24 just issued by the Gifford-Wood Company, Hudson, N. Y., but there are other matters of interest in it for anyone who puts up ice. The Basin Saws are the biggest advance in ice harvesting machinery since the invention of the chain elevator and conveyor, and the Gifford-Wood Company secured the rights of the original inventor and have developed the idea by experiment and test until they can safely promise to instal an outfit even for the small ice house which will make for greater economy as well as efficiency. Any machine which will displace men is desirable now when labor is scarce and costly, and this the basin saw does.

There is another recent improvement in ice harvesting machinery described in Bulletin 24 which marks the development of the elevating and conveying machinery to new heights of efficiency. It is called the "short tower gallery conveyor," and will be of great interest to anyone who has many thousand tons of ice to store each winter.

The rest of the 40 pages of Bulletin 24 is given over to descriptions and price lists of various tools and machinery needed by the up-to-date ice harvester. If anyone interested in ice harvesting has not received this booklet he would better write for one to any Gifford-Wood branch office now and make sure he knows all that is latest and best in ice tools, etc.

MOTOR DELIVERY SETS THE PACE.

"The pace of a business is set by its delivery system," says Paul V. Clodio, Metropolitan distributor of the KisselKar. "Ability to sell is contingent in nine cases out of ten upon ability to deliver. Most buyers demand prompt service and will only trade where they can get it."

"A case recently came to my attention where a certain merchant's profits were doubled the first year after he discarded horses. He explained that the reason it was not only the better facilities as such, but the feeling created among his clerks that they must keep the truck busy. In the past the limited ability of horses had put a check on employees' efforts. The whole business was going at a work-horse gait. Now it is trying to keep up in all departments with the carrying and ground-covering capacity of the truck."

ORDER MOTOR TRUCKS BY PHONE.

So keen is the demand for high-grade motor trucks in Pittsburgh that customers who want early deliveries are ordering over the telephone. In one day last week four Packards were ordered in this way by companies already using this type of truck.

Hartley Howard, Jr., truck sales manager of the Packard Motor Company of Pittsburgh, told of the incident while on a visit to the factory in Detroit. The first telephone order came from W. & H. Walker Company, who wanted to see a salesman right away with reference to getting a new truck. In a short time he was back with an order for a

3-ton Packard, making the fifth Packard for this company.

"Only a short time after," said Mr. Howard, "the purchasing agent of the National Tube Company called up and ordered a 3-ton truck for delivery in ten days. With this new one the company will have a fleet of six Packards. The last telephone call of the day brought the best order. It was from Arbuthnot-Stephenson Company, the big dry goods merchants. They wanted just as soon as possible a 2 ton and a 3-ton truck, making a total of six for this company.

"It is a significant fact," concluded Mr. Howard, "that in these transactions no other make of truck was even considered. The new Packards were ordered on the strength of what the old ones had done."

NEW COTTONSEED PRODUCTS DIRECTORY.

The International Cotton Seed Products Directory for 1916-17 is just from the press and ready for distribution by the publishers, Cotton and Cotton Oil News, Dallas, Tex. The book is a valuable, concise, handy, and carefully edited compendium names and addresses of firms interested in the cottonseed products industry in this country and some in foreign lands. The latter list will grow as facilities increase for getting information now almost impossible to obtain. To those interested in the industries listed the book will be well worth the \$5 for which it will be sent postpaid anywhere by the publishers.

MAKING MOTOR TRUCKS EFFICIENT.

A little booklet big in value is "Devices That Make for Motor Truck Efficiency." It was written by S. V. Norton, truck tires sales manager of the B. F. Goodrich Company, Akron, O., as the result of his long experience, and it should be in the hands of every man who owns or operates a motor truck. It is illustrated, well printed and sent free to inquirers. It is divided into three parts: Devices that Assist Loading; that Increase Carrying; that Expedite Unloading. Few would read a page of it and not learn a point worth money in daily motor truck work.

NEW KISSELKAR DEALERS.

The KisselKar Company has recently established agencies with the following:

G. S. Dunbar, Monmouth, Ill.

Tommy's Auto Company, Brockton, Mass.

Silver State Auto Company, 729 Main street, Pueblo, Colo.

Boise Motor Car Company, Ltd., Boise, Idaho.

International Auto Company, El Paso, Tex.

Geo. W. Franklin Company, 608-700 Woodward avenue, Detroit, Mich.

Flower-Webster-Cutter Company, Erie, Pa.

W. J. McGee, Houston, Tex.

Beaumont Implement Company, Beaumont, Tex.

Imperial Garage Company, Altoona, Pa.

Carlson Motor Car Company, 1626 Harmon place, Minneapolis, Minn.

Valuable trade information may be found every week on the "Practical Points for the Trade" page. Do you make it a habit to study this page?

A CHEMISTS' PLANT.

Wiley & Company, the big Baltimore chemists are sending out a handsomely illustrated folder showing their laboratories, offices, consultation rooms, etc. This firm has built up an enormous clientele among the biggest firms of packers and slaughterers in the world who demand expert service and advice on their by-products, etc. The head of the firm, Mr. Samuel Wiley, has won the confidence and respect of the trade by his ability and promptness in making analyses.

YORK MANUFACTURING CO.'S SALES.

The York Manufacturing Company, York, Pa., have made the following installations recently:

Abilene Produce Company, Abilene, Texas; one 8-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Thorp & O'Neill, meats, West Baden, Ind.; one 2-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Putnam Coal & Ice Company, Brooklyn, N. Y., one 100-ton and one 65-ton vertical single-acting belt-driven machines and condensing side, including 8 coils of "Shipley" flooded atmospheric ammonia condensers, also a 100-ton York improved raw water flooded freezing system and 1,300 feet of 2-inch direct expansion piping for ice storage room.

Chicago Cold Storage Warehouse Company, Soo Terminal Warehouse, Chicago, Ill.; one 253-ton horizontal double-acting duplex belt-driven refrigerating machine and condensing side, including 10 "Shipley" flooded atmospheric ammonia condensers, also about 30,000 feet of 2-inch full weight direct expansion piping for various storage rooms.

Anna State Hospital, Anna, Ill.; one 25-ton horizontal double-acting refrigerating machine, direct connected to a Corliss valve engine, and condensing side complete, also a 6-ton freezing system and piping for ice storage room.

White City Amusement Company, Chicago, Ill.; (Skating Rink); one 65-ton and one 40-ton vertical single-acting belt driven refrigerating machines and condensing side complete, including 5 coils of "Shipley" flooded double-pipe ammonia condensers, also a 150-ton shell and tube brine cooler.

Armour & Company, Chicago, Ill.; one 35-ton vertical single-acting refrigerating machine, direct connected to a Corliss valve engine, and miscellaneous material. This machine was installed in their Jacksonville, Fla. plant.

P. H. Glatfelter Co., Spring Grove, Pa., one 4-ton vertical single-acting belt-driven enclosed type refrigerating machine and condensing side complete, also a 1½-ton Corliss raw water freezing system and piping for ice storage room.

New Jersey State Institute for Feeble Minded, Vineland, N. J.; one 6-ton vertical single-acting enclosed type refrigerating machine, direct connected to a vertical enclosed type slide valve engine, and condensing side complete.

Golden Rod Creamery Company, Fremont, Neb.; one 12-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Rost Market Company, Denver, Colo.; one one-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Point Pedro Creamery, San Rafael, Cal.; one one-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

A. S. Daudistel, meats, Burlingame, Cal.; a one-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

(Continued on page 43.)

Chicago Section

In the good old summertime, Gus! Horn in! How's the Boyer?

"Majestic" Wilson is sure stirring things up in the packing business.

Cudahy Packing Company has moved its "beef" office force to Omaha, Neb.

Don't forget Fred Begg, of Jacksonville, Ill. Some Fred! Ask Jim Fay of Boston.

As the European war progresses Villa looks more like a wart on a hog's rudder every day.

Oscar Mayer & Bro. (and Son) are sure pushing their "Edelweiss" product to the front.

"Farmer" Lowden can afford to travel de luxe; why not? Put on another Pullman James!

J. Sidney Hoffman! Wie Gehts, Sid! Cincinnati O. K! Wot? Some burg and burgo-meisters!

Chas. A. Schwing, Cincinnati Butchers' Supply Company, schwing in O. K.; and Chas. is some Schwinger. Eine Bayerin.

Swift & Company's sales of beef in Chicago for the week ending Saturday, October 21, averaged as follows: Domestic beef, 10.90 cents per pound.

M. K. Parker & Company was represented at the show by the "Old Reliable" Mat himself. Brother Clarence and Jacoby both "comers" of the first class.

W. C. Butler, of Darling & Company, Chicago, was on the job, always is; all the year round. Still waters run deep, but Butler is never "Asleep in the Deep."

Does it pay to advertise? Well ask Joe Ziegler and Tankage Tomkins what they haven't heard about their convention ad. Too long a story to tell here.

Richard C. Smith, "Silent Smith" of the famous "Buffalo" silent meat cutters and mixers outfit amalgamated. Talk is cheap, but it takes a "Buffalo" silent to cut!

Prosperity always was accidental. So was Bob Fitzsimmons' solar plexus; and the winning mud-horse in "heavy" going. A whole

lot of people are accidents, too; all they need is some place to happen.

Nicholas J. Janson Company, Cincinnati, Ohio, will handle for Cincinnati and vicinity the double refined nitrate of soda as refined by the Stauffer Chemical Company, Chauncey, N. Y. Local stock will be carried.

Mike had walked track, pumped a hand car, and now he runs a gasoline rig. When he got it first, it ran away with him, struck a curve at 110 miles an hour, and into the ditch they went. When Mike got loose and his wind he said, fervently: "Dom these vase-line wagons, annyhow!"

Within the next few days the Department of Agriculture will issue, as is usual, an order modifying the tuberculin-test requirement for Canadian cattle imported temporarily for exhibition purposes at the International Live Stock Exposition, which will be held at Chicago about the first of December.

LIVE STOCK EXCHANGE FIGHTS EXTRAS.

The National Live Stock Exchange have entered suit before the Interstate Commerce Commission against the Abilene and Southern Railway Company and 190 other carrier companies, to restrain the defendant railroads from charging for cleaning and disinfecting cars for all kinds of livestock, the additional charges for this work is deemed by the complainants unreasonable, inasmuch as the contracts call for "suitable cars" for such transportation.

The charge is made that the tariffs for transportation of livestock is in itself sufficient for the live stock carriage, and the railroads under the law, should be restrained from making the extra charge.

This affects lines all over the country, all of whom are made parties to the suit.

INCREASE IN HIDES FROM ECUADOR.

The shipment of hides from Ecuador to this country for the quarter ending September 30 last, amounted to \$148,864. For same period of 1915 the value was \$66,459, and in 1914, the last big year, \$120,730.

Are you in need of a competent employee in some branch of your business? You can get him by using the "Wanted" column on page 48.

H. P. Henschien R. J. McLaren
HENSCHIEN & MCCLAREN
Architects
Old Colony Bldg. Chicago, Ill.
PACKING PLANTS AND COLD STORAGE CONSTRUCTION.

H. C. GARDNER F. A. LINDBERG
GARDNER & LINDBERG
ENGINEERS
Mechanical, Electrical, Architectural
Specialties: Packing Plants, Cold Storage,
Manufacturing Plants, Power Installations,
Investigations.
1134 Marquette Bldg. CHICAGO

D. E. Washington, Mgr. & Chief Engr.
PACKERS ARCHITECTURAL & ENGINEERING CO.
—ENGINEERS—
PACKING HOUSES, ABATTOIRS, COLD STORAGES
Manhattan Bldg., CHICAGO, ILL.

Wm. H. Kneehans, Associate Engr.
Cable Address Pacarco

COLD STORAGE LAW DECISION.

(Continued from page 34.)

"West's App., 64, Pa. 186. Ex Parte Young, 28 Sup. Ct. Rep. 441."

In the latter case Mr. Justice Peckham says:

"The various authorities we have referred to furnish ample justification for the assertion that individuals, who, as officers of the State, are clothed with some duty in regard to the enforcement of the laws of the State and who threaten and are about to commence proceedings, either of a civil or criminal nature, to enforce against the parties affected an unconstitutional act violating the Federal Constitution, may be enjoined by a Federal Court of Equity from such action."

West's appeal was a proceeding in equity against West as deputy escheator. Mr. Justice Agnew, in referring to the act under which he was proceeding, said:

"The act is contrary to law and is also prejudicial to the interests of the society and its depositors. . . . We cannot view the proceedings of the auditor-general and his deputy as that of a sovereign, neither to be resisted nor arrested; but by reason of its entire want of authority, we must declare it to be illegal and void of sovereign sanction. Persons thus proceeding illegally do not represent the State, which is presumed to do no wrong, and are, therefore, to be restrained, not because they are acting as agents or officers under its commission, but because they are proceeding in violation of right and contrary to law, and have no legal commission to do the act they are seeking to perform. The process of this court acts upon them as individuals and not upon the State."

It smacks of special legislation to declare that an article in common use as food, preserved by the best methods known to modern scientific discovery, shall be placed under the ban and its owner exposed to prosecution, fine and imprisonment (see Section 23) if he offers to sell it as food, and yet permit the sale of the same article, kept as long as, and where the owner may see fit, outside of a cold storage warehouse.

Being of the opinion that the plaintiff is without adequate remedy at law and that he is entitled to equitable relief, the injunction prayed for is allowed. Demurrer overruled.

John Agar Co.
Union Stock Yards CHICAGO, ILL.
Packers and Commission Slaughterers
Beef, Pork and Mutton

Members of the American Meat Packers' Association.

LEON DASHEW
Counselor At Law
320 Broadway, New York
Phones: Worth 2014-5.

References:

Armour and Company Joseph Stern & Sons,
The Cudahy Packing Inc.
Co.
Rosebrook Butter & Manhattan Veal &
Egg Co., Inc. Mutton Co.
New York Butchers United Dressed Beef
Dressed Meat Co. Co.

DOES your engineer run YOUR refrigerating plant to produce best results using an anhydrous ammonia he knows is best for YOUR interest, or

Must he produce the best results he can with an anhydrous ammonia which is purchased upon a basis OTHER than that of quality?

Your engineer knows that a guaranteed pure and dry anhydrous ammonia made from a strictly mineral base does produce best results.

Only by using such an ammonia can you reduce operating expenses.

Anhydrous **SUPREME** Ammonia

"EVERY OUNCE ENERGIZES"

Fill your requirements.

Used by most of the leading packers throughout the United States.

SUPREME means pure, dry, highest quality anhydrous ammonia.

Less power and less coal = less expense.

Better refrigeration and more satisfaction = greater efficiency.

MORRIS & COMPANY,

Chicago, U. S. Yards

**CHICAGO PACKING
COMPANY**

Beef and Pork Packers

Boneless Beef Cuts.

Sausage Materials.

Commission Slaughterers.

U. S. GOVERNMENT INSPECTION

Correspondence Solicited

UNION STOCK YARDS
CHICAGO

Double Refined

Nitrate of Soda

Guaranteed to Meet B. A. I.
Requirements

Plants at Chauncey, New York
and
San Francisco, Calif.

**The National Supply &
Equipment Co.**

Peoples Gas Bldg. Chicago
Agents

Established 1877
W. G. PRESS & CO.

175 W. Jackson Bl'd., Chicago

PORK LARD SHORTRIBS

For Future Delivery

GRAIN Correspondence Solicited STOCKS

BONE CRUSHERS



WILLIAMS

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

Send for catalog No. 9.

THE WILLIAMS PAT. CRUSHER & PULVERIZER CO.

General Sales Dept., Old Colony Bldg.

CHICAGO

288 Market St.,
SAN FRANCISCO

W. G. AGAR & CO. BROKERS

Packing House Products and By-Products
Dressed Beef, Fresh Pork, Dressed Pigs, Provisions, Lard, Tallow, Grease, Oils,
Fertilizer, Hides, Bones.

25 BEAVER STREET.

NEW YORK CITY

Is there some problem in the operation of
your plant that bothers you? Submit it to
The National Provisioner and get the answer.

WATCH OUR "WANT and FOR SALE" PAGE FOR BUSINESS CHANCES

CHICAGO LIVE STOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Oct. 16.	31,297	2,737	48,209	46,593
Tuesday, Oct. 17.	10,269	2,171	23,944	25,433
Wednesday, Oct. 18.	19,668	2,030	26,427	23,067
Thursday, Oct. 19.	9,840	1,220	26,393	17,272
Friday, Oct. 20.	4,492	370	26,431	12,726
Saturday, Oct. 21.	1,789	30	16,308	3,633
Total this week.	77,355	8,567	167,672	128,724
Previous week.	71,320	8,376	148,304	111,809
Cor. week, 1915.	43,615	5,148	127,422	78,309
Cor. week, 1914.	65,473	7,128	139,530	128,002

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Oct. 16.	2,150	166	3,890	5,061
Tuesday, Oct. 17.	4,124	334	2,013	24,731
Wednesday, Oct. 18.	6,557	227	2,209	4,076
Thursday, Oct. 19.	5,499	450	4,985	10,500
Friday, Oct. 20.	2,239	22	3,038	4,784
Saturday, Oct. 21.	417	...	2,028	602
Total last week.	20,905	1,206	18,763	49,754
Previous week.	17,816	1,223	11,640	53,419
Cor. week, 1915.	683	7	1,276	511
Cor. week, 1914.	24,522	744	24,552	51,179

CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to Oct. 21, 1916.	2,015,849	6,670,842	3,322,717
Same period, 1915.	1,826,485	5,551,737	2,705,150
Combined receipts of hogs at eleven points:			
Week ending Oct. 21, 1916.	499,000		
Previous week.	447,000		
Corresponding week, 1915.	449,000		
Corresponding week, 1914.	380,000		
Total year to date.	22,786,000		
Same period, 1915.	20,010,000		
Same period, 1914.	18,022,000		

Receipts at seven points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City, St. Paul) as follows:

	Cattle.	Hogs.	Sheep.
Week to Oct. 21, 1916.	333,400	372,800	378,200
Previous week.	306,100	335,800	397,800
Same period, 1915.	220,300	318,300	286,800
Same period, 1914.	244,600	332,700	374,900

Combined receipts at seven markets for 1916 to Oct. 21, and same period a year ago:

	Cattle.	Hogs.	Sheep.
1916.	1916.	1915.	1915.
7,030,000	6,668,000	18,709,000	15,746,000
Sheep.	9,134,000	8,786,000	

CHICAGO PACKERS' HOG SLAUGHTER.

	Cattle.	Hogs.	Sheep.
Week ending Oct. 21, 1916:			
Armour & Co.	39,700		
Swift & Co.	14,000		
Wilson & Co.	11,900		
Morris & Co.	9,900		
Hammond Co.	7,100		
Western P. Co.	12,200		
Anglo-American	7,500		
Independent P. Co.	8,100		
Boyd-Lunham	6,300		
Roberts & Oak	5,100		
Brennan P. Co.	6,800		
Miller & Hart	3,300		
Others	15,200		

	Cattle.	Hogs.	Sheep.
Totals.	147,700		
Total last week.	136,300		
Total corresponding week, 1915.	125,800		
Total corresponding week, 1914.	118,700		
Total for year 1916 to date.	5,823,400		
Corresponding period, 1915.	5,000,800		

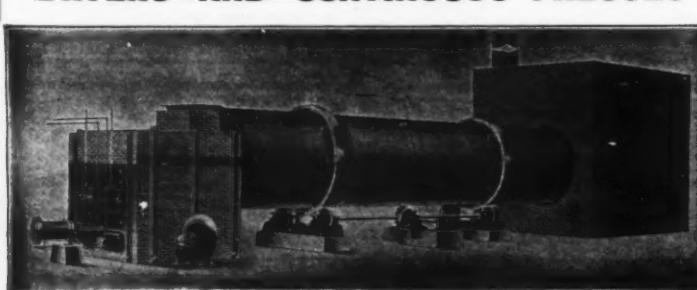
WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.	\$0.85	\$0.85	\$7.50	\$10.25
Previous week.	9.80	9.75	7.55	9.95
Cor. week, 1915.	8.80	8.00	6.15	8.60
Cor. week, 1914.	8.90	7.35	5.35	7.60
Cor. week, 1913.	8.55	7.90	4.55	7.05
Cor. week, 1912.	7.90	8.60	4.25	7.00
Cor. week, 1911.	6.65	6.32	3.50	5.50

CATTLE.

	Good to choice steers.	Yearlings, good to choice.	Fair to good steers.	Range steers.	Stockers and feeders.	Good to choice heifers.	Fair to good cows.	Butcher bulls.
	\$10.00@11.40	9.25@11.25	8.00@ 9.25	7.50@ 8.50	6.50@ 7.75	7.00@ 8.50	5.50@ 7.25	6.00@ 7.25

DRYERS AND CONTINUOUS PRESSES



Economical Efficient Great Capacity

SAVING IN LABOR ALONE IN ONE YEAR WILL OFFSET COST TO INSTALL

For Tankage, Blood, Bone, Fertilizer, all Animal and Vegetable Matter. Installed in the largest packing-houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

American Process Co.
68 William St., - - New York

THE NATIONAL PROVISIONER.

October 28, 1916

FRIDAY, OCTOBER 27, 1916.

PORK—(Per bbl.)—				
October	...	...	...	27.37
December	...	26.75	26.75	26.75
January	...	26.30	26.70	26.37

LARD—(Per 100 lbs.)—				
October	15.65	15.70	15.65	15.70
December	14.90	15.25	14.90	15.12
January	14.40	14.55	14.35	14.35

RIBS—(Boxed, 25c. more than loose)—				
October	14.10	14.10	14.10	14.10
January	13.40	13.57	13.37	13.50

SHEEP.				
Yearlings	...	...	3.00@ 4.65	
Fair to choice ewes	...	...	4.50@ 5.25	
Breeding ewes	...	...	5.75@ 6.15	
Wethers, fair to choice	...	...	10.00@11.75	
Western lambs	...	...	8.00@ 9.50	
Feeding lambs	...	...	9.50@10.35	
Native lambs	...	...	9.40@10.35	

SHEEP.

CHICAGO RETAIL FRESH MEATS.				
(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)				

Beef.

Native Rib Roast.				
Native Sirloin Steaks.	...	...	20	22
Native Porterhouse Steaks.	...	...	23	25
Native Pot Roasts.	...	...	30	35
Native Rib Roasts from light cattle.	...	...	16	18
Beef Stew.	...	...	12	14
Boneless Corned Briskets, Native.	...	...	16	18
Corned Rump, Native.	...	...	11	12
Corned Flanks.	...	...	11	12
Round Steaks.	...	...	18	25
Round Roasts.	...	...	10	18
Shoulder Steaks.	...	...	18	20
Shoulder Roasts.	...	...	14	16
Shoulder Neck End, Trimmed.	...	...	12	14
Rolled Roast.	...	...	16	18

Lamb.

Hind Quarters, fancy.				
Fore Quarters, fancy.	...	...	22	25
Legs, fancy.	...	...	18	20
Stew.	...	...	22	25
Chops, shoulder, per lb.	...	...	20	22
Chops, rib and loin, per lb.	...	...	35	38
Chops, French, each.	...	...	15	18

Mutton.

Pork.				
Pork Loin.	...	...	18	20
Pork Chops.	...	...	22	24
Pork Shoulders.	...	...	22	24
Pork Tenders.	...	...	18	20
Pork Butts.	...	...	20	22
Spare Ribs.	...	...	20	22
Hocks.	...	...	11	12
Pigs' Heads.	...	...	8	10
Leaf Lard.	...	...	16	18

Veal.

Hind Quarters.				
Fore Quarters.	...	...	18	22
Legs.	...	...	20	22
Breasts.				

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Prime native steers.	14 1/2 @ 15 1/2
Good native steers.	13 1/2 @ 14
Native steers, medium	12 1/2 @ 13 1/2
Heifers, good	11 @ 12
Cows	8 1/2 @ 11
Hind Quarters, choice	17 1/2 @ 12 1/2
Fore Quarters, choice	12 1/2 @ 12 1/2

Beef Cuts.

Beef Tenderloins, No. 1	25
Beef Tenderloins, No. 2	22
Steer Loins, No. 1	27
Steer Loins, No. 2	22
Steer Short Loins, No. 2	26
Cow Loins	12 1/2 @ 15 1/2
Cow Short Loins	18 @ 15 1/2
Steer Loin Ends (hips)	20
Strip Loins, No. 3	16 @ 19
Steer Ribs, No. 1	12 @ 18
Steer Ribs, No. 2	15 @ 18
Cow Ribs, No. 1	16 @ 15
Cow Ribs, No. 2	15 @ 15
Cow Ribs, No. 3	10 @ 14
Steer Ribs, No. 1	13 @ 14
Steer Ribs, No. 2	18 @ 15
Cow Ribs	15 @ 15
Steer Chucks, No. 1	11 @ 12 1/2
Steer Chucks, No. 2	10 @ 10 1/2
Cow Chucks	8 @ 8 1/2
Boneless Chucks	10 @ 10 1/2
Steer Plates	11 @ 10 1/2
Medium Plates	10 @ 9 1/2
Briskets, No. 1	13 1/2 @ 18 1/2
Briskets, No. 2	11 @ 13 1/2
Shoulder Clods	10 @ 10 1/2
Steer Naval Ends	8 @ 8
Cow Naval Ends	7 @ 7
Fore Shanks	6 @ 6
Hind Shanks	12 @ 12
Hanging Tenderloins	9 1/2 @ 9 1/2
Trimmings	9 1/2 @ 9 1/2

Beef Offal.

Brains, per lb.	@ 8
Hearts	10
Tongues	17
Sweetbreads	22
Ox Tail, per lb.	8 @ 8 1/2
Fresh Tripe, plain	4 1/2
Fresh Tripe, H. C.	4 1/2
Livers	7
Kidneys, each	6 1/2

Veal.

Heavy Carcass, Veal	11 @ 13 1/2
Light Carcass	16 @ 17
Good Carcass	17 1/2 @ 18 1/2
Good Saddles	18 1/2 @ 20
Medium Racks	13 @ 16 1/2
Good Racks	22 @ 24

Veal Offal.

Brains, each	@ 8
Sweetbreads	65
Calf Livers	24
Heads, each	25

Lamb.

Good Caul Lambs	14
Round Dressed Lambs	17
Saddles, Caul	17
R. D. Lamb Fores	14
Caul Lamb Fores	13
R. D. Lamb Saddles	19
Lamb Fries, per lb.	21
Lamb Tongues, each	4
Lamb Kidneys, per lb.	15

Mutton.

Medium Sheep	13
Good Sheep	15
Medium Saddles	15
Good Saddles	17
Good Fores	17
Medium Racks	11
Mutton Legs	17
Mutton Loins	10
Mutton Stew, each	10
Sheep Tongues, each	4
Sheep Heads, each	10

Fresh Pork, Etc.

Dressed Hogs	15
Port Loins	18
Leaf Lard	16
Tenderloins	30
Spare Ribs	12
Butts	17
Hocks	11
Trimmings	15 1/2
Extra Lean Trimmings	18
Tails	8
Snoots	6
Pigs' Feet	4 1/2
Pigs' Heads	7 1/2
Blade Bones	9
Blade Meat	9
Cheek Meat	13 1/2
Hog Livers, per lb.	3 @ 3 1/2
Neck Bones	4
Skinned Shoulders	15 1/2
Pork Hearts	10
Pork Kidneys, per lb.	7
Pork Tongues	16
Slop Bones	6
Tail Bones	6
Brains	8
Backfat	14 1/2
Hams	18 1/2
Calas	14 1/2

Bellies

Shoulders

SAUSAGE.

Columbia Clotti Bologna	12
Bologna, large, long, round, in casings	12
Choice Bologna	14
Frankfurters	16
Liver, with beef and pork	11
Tongue	15 1/2
Minced Sausage	20 1/2
New England Sausage	20 1/2
Prepared Luncheon Sausage	17
Special Compressed Sausage	17
Berliner Sausage	23 1/2
Oxford Lean Butts	23 1/2
Polish Sausage	14 1/2
Garlic Sausage	15 1/2
Country Smoked Sausage	17 1/2
Country Sausage, fresh	15 1/2
Pork Sausage, bulk or link	15 1/2
Pork Sausage, short link	15 1/2
Boneless lean butts in casings	26 1/2
Luncheon Roll	18
Delicatessen Loaf	16
Jellied Roll	18

Summer Sausage.

Best Summer H. C. (new)	28 1/2
German Salami	28 1/2
Italian Salami (new goods)	28 1/2
Holsteiner	20 1/2
Mettwurst	23 1/2
Farmer	23 1/2

Sausage in Brine.

Bologna, kits	1.80
Bologna, 1/2s @ 1/2s	2.35
Pork Link, kits	2.25
Pork Links, 1/2s @ 1/2s	2.00 @ 11.55
Polish sausage, kits	2.25
Pollah sausage, 1/2s @ 1/2s	2.00 @ 11.55
Frankfurts, kits	2.15
Blood sausage, kits	1.80
Blood sausage, 1/2s @ 1/2s	2.35
Liver sausage, kits	1.80
Liver sausage, 1/2s @ 1/2s	2.35
Head cheese, kits	1.50
Head cheese, 1/2s @ 1/2s	2.35

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	\$12.00
Pickled Plain Tripe, in 200-lb. barrels	11.50
Pickled H. C. Tripe, in 200-lb. barrels	12.40
Pickled Ox Lips, in 200-lb. barrels	21.00
Pickled Pork Snouts, in 200-lb. barrels	22.00
Sheep Tongues, Short Cut, barrels	55.00

CORNED, BOILED AND ROAST BEEF.

Per doz.	\$2.15
No. 1, 2 doz. to case	4.15
No. 2, 1 or 2 doz. to case	4.15
No. 6, 1 doz. to case	14.50
No. 14, 1/2 doz. to case	41.50

EXTRACT OF BEEF.

Per doz.	\$2.95
2-oz. jars, 1 doz. in box	5.70
4-oz. jars, 1 doz. in box	10.75
8-oz. jars, 1/2 doz. in box	20.00

PLATELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	@ 26.00
Plate Beef	@ 25.00
Prime Mess Beef	—
Mess Beef	—
Beef Hams (220 lbs. to bbl.)	23.50
Rump Butts	31.00
Mess Pork	29.00
Clear Fat Backs	30.00
Family Back Pork	27.50
Bean Pork	27.50

LARD.

Pure lard, kettle rendered, per lb., tcs.	@ 18 1/2
Lard, substitute, tcs.	14 1/2
Lard, compound	14 1/2
Cooking oil, per gal., in barrels	98
Cooks' and bakers' shortening tubs	17 1/2
Barrels, 1/2c. over tierces, half barrels, 1/2c. over tierces; tubs and pails, 10 to 80 lbs., 1/2c. to 1c. over tierces.	17 1/2

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi- cago	15 1/2 @ 22
Cartons, rolls or prints, 1 lb.	16 1/2 @ 22
Cartons, rolls or prints, 2 1/2 lbs.	16 @ 22 1/2
Shortenings, 30@60 lb. tubs.	12 1/2 @ 15 1/2

DRY SALT MEATS.

(Boxed. Loose are 3/4 c. less.)	@ 17 1/2
Clear Bellies, 14@16 avg.	17
Clear Bellies, 18@20 avg.	16 1/2
Rib Bellies, 20@25 avg.	18 1/2
Rib Backs, 10@12 avg.	18 1/2
Fat Backs, 12@14 avg.	13 1/2
Fat Backs, 14@16 avg.	14
Extra Short Clears.	15 1/2
Extra Short Ribs.	15 1/2
D. S. Short Clears. 20@25 avg.	16 1/2
Butts	13 1/2
Bacon meats, 1/4c. more.	17 1/2
Hams, 12 lbs., avg.	20
Hams, 16 lbs., avg.	20
Skinned Hams	21
Calas, 4@6 lbs., avg.	14 1/2
Calas, 6@12 lbs., avg.	14 1/2
New York Shoulders, 8@12 lbs., avg.	17
Breakfast Bacon, fancy	28
Wide, 10@12 avg., and strip, 5@6 avg.	19 1/2
Wide, 6@8 avg., and strip, 3@4 avg.	21
Rib Bacon, wide, 8@12 avg., and strip, 4@6 avg.	16 1/2
Dried Beef Sets.	30

WHOLESALE SMOKED MEATS.

Dried Beef Insides.	@ 30 1/2
Dried Beef Knuckles.	29 1/2
Dried Beef Outskins.	28
Regular Boiled Hams.	27
Smoked Boiled Hams.	26
Basted Calas.	21
Cooked Loin Rolls.	35
Cooked Roasted Shoulder.	21

SAUSAGE CASINGS.

F. O. B. CHICAGO.	
Beef rounds, per set.	@ 13
Beef middles, per set.	18
Beef bungs, per piece.	15
Beef weasands.	7 1/2
Beef bladders, medium.	60
Beef bladders, small, per doz.	75
Hog casings, free of salt.	50
Hog middles, per set.	12
Hog bungs, export.	16
Hog bungs, large.	7 1/2
Hog bungs, prime.	6
Hog bungs, narrow.	

Retail Section

PRACTICAL TALKS WITH SHOP BUTCHERS How to Increase Your Business with the Telephone

By R. C. Mason, Pittsburgh, Pa.

(Continued from last week.)

I know of one butcher in a suburban town who was forced to compete with the high class meat markets to be found in the adjacent city. To persuade this suburban trade to buy their meats from him he determined upon the policy of delivering as good steaks and chops on orders received by telephone as upon the personal call of the patron. This policy was announced by card notices mailed to every telephone subscriber within his delivery radius, mentioning the telephone "honor" scheme which would be maintained by this shop and a cordial invitation to order by telephone, including, of course, his telephone numbers.

2. To obtain new customers. Instruct your telephone expert to obtain and maintain a complete card record of prospective customers. Every day a certain amount of time should be devoted to the calling of these people, inviting them to your store and to establish business relations with you.

This is a cheap and satisfactory method of advertising which, when properly done, means considerable new business. If I asked you why a merchant who doesn't advertise is like a man rowing a boat, someone might answer, "Because he goes backward," but that is not the correct answer. The proper answer is, "Because he has to get along without sales."

In this "new business" work your employees should prove most valuable, and when you give these suggestions a trial, be sure to make it a fair trial.

3. To win back former patrons. In most telephone solicitation your specialist at first should be equipped with a prepared talk. This suggestion is offered on the basis that your salesperson would deliver your message better if a prepared talk is available, not to be memorized for parrot-like delivery, but with the important facts always in mind. Again, a card record should be maintained, and after the telephone conversation is completed, the facts jotted down, and in this way a card record of your relations with every household is maintained.

I predict that you will not only win back a number of customers by this method, but that you will unearth a number of interesting complaints which you will welcome as aids to improving the service of your store. A displeased customer is your worst advertisement and a few kind words from your telephone employee will work wonders, not only in bringing back business, but in winning friends.

If any of your regular customers haven't ordered at their usual hour, the expert should call them and ask them why. "Delivery wagon just coming up your way—do you want to give your orders now?" If tomorrow is a holiday, she might help close the store early by getting orders in by telephone the night before. When new families move into that neighborhood this salesperson should call them by telephone, introduce herself as the "telephone saleswoman," and as-

sure them that she will give personal attention to all orders sent regularly or in an emergency.

The same process is followed whenever a new wagon covering some outlying neighborhood, is put on. Your store can draw trade from every point within its delivery limits and reap the "velvet" of emergency orders.

Get All Your Customers' Business.

4. In addition to these practices, isn't it desirable to obtain all the retail business from your present customers? If this is true, why not have your specialist call up present customers about this or that article and suggest their buying other goods, which you have to offer. The convenience of doing business with but one store is an excellent talking point.

It is likely that your telephone salesperson will take dozens of orders daily from regular customers. She knows them all and they all know her. Why not instruct her to interest customers in additional goods after they have telephoned their lists.

5. Many retailers send out, from time to time, advertising literature and letters and the suggestion is offered that your salesperson follow up such literature by telephone, with a view of obtaining additional business from such people.

While on the subject of literature and letters, don't forget that every letter written in a business house costs somewhere between 15 and 25 cents. This may seem a bit startling, for ideas on correspondence costs are generally bound up with the 2-cent stamp. But if the items of stationery, postage, stenographer's time, filing copies, principal's time and so forth, are faithfully set down, it will be found that business correspondence costs a good deal more than most people imagine. The cost of sending out the simplest sealed printed circular to a list of several hundred of prospects is about five cents per piece.

Add to this "manufacturing cost" the delay of correspondence and the valuable time of a busy man taken from more profitable work, and it becomes well worth while to weigh each letter against the telephone service and decide whether a telephone message would not be cheaper than writing. Investigation of the mail that comes into the average office will show that many writers are in your local telephone area. Why not have your specialist reply by telephone to many of your letters—it's the quickest way—and the cheapest—even at toll and long distance points.

Helping Collections by Telephone.

6. Possibly your telephone specialist can speed up collections via the telephone, and thereby keep customers as boosters instead of knockers. A customer who owes a bill is a poor asset, and there is special merit in expediting collections by this method, which

is a cheap and pleasant one when properly handled.

Whether you employ a salesman or saleswoman in this work depends on your own preference. Personally, I should vote for the saleswoman, for the same reasons that we have women operators instead of men operators, as they are more polite, patient and tactful when using the telephone. Then, too, telephone service can be utilized to fill in the dull hours of retail trade and take the pressure off the "peak." By leading the public to read the store's advertising, with telephone orders in mind, much profitable patronage might be shifted to the morning.

Advertise Your Telephone Number.

In your advertising literature, the suggestion is made that you include your telephone number, with a footnote explaining the telephone selling service, this footnote to appear on every advertisement, bill and price list. There is good suggestive value in this idea, because many people are thereby persuaded to go into action at once before their interest has died down. And interest does die down occasionally, when it is necessary to make a personal call, to write a letter or look up the telephone number in the directory.

Possibly you are wondering if a telephone campaign of the character suggested in this paper would become objectionable to the public. My answer is emphatically "No," because every retail merchant has a real message of value for the people or he wouldn't be in business. With the proper telephone specialist in your employ you should be able to convince every person that, in hanging up their receiver, he or she has listened to a talk of real value. In my opinion people should welcome this telephone plan most heartily, for it helps to reduce overhead selling costs, which ultimately means more favorable prices for the customer.

(To be continued.)

KANSAS STATE BUTCHERS MEET.

The annual meeting of the Kansas State Retail Butchers' Association was held at Ft. Scott, October 17 and 18. There was a good attendance and the papers read and discussed were of exceptional interest. There were reports and contests held in connection with the business sessions and these were lively affairs, full of good natured rivalry. President Emile Gamba, Osage City, presided at the sessions. Mayor Hesser, formerly a butcher himself, welcomed the boys in fine style and the meeting got down to work. An address on organization, by W. F. Jackson, who put the Kansas garnishee law on the statute books brought more applause as did a short talk by Henry Bell, a State food inspector. He opposed the sale of meats in grocery stores and said he found the shops of members of the Association in better condition than those of non-members. Reports and appointments of committees finished the morning session of the first day. The afternoon was given over to the beef cutting contest. Christian Krahe, of Clyde, cut up a fore quarter and Bruce Maguire of Ft. Scott a hind quarter. Various other practical tests fol-

lowed. In the evening they all went to the motion picture shows.

Butcher shop equipment was the first topic Wednesday morning, and these C. E. Beck, of Pittsburgh, told about his famous market, which does better than \$100,000 business a year. J. M. Vincent, Girard, told of credit and cash shops and their merits. As he runs one on each system, his views were considered well based. He favored the cash shop as customers were better satisfied in the long run. His credit shop losses were about one-half of one per cent. Others spoke of losses ranging from 2 to 4 per cent. I. D. Van Meter, Parsons, gave a number of valuable receipts. In the beef dressing contest for the State championship, Wm. Vermehoen, Coffeyville, won.

A resolution was adopted asking the legislature to pass a licensing act for butchers "to eliminate incompetent, unsanitary, and irresponsible handling of meat and meat products," and one recommending to Kansas butchers that they live up to the very letter and spirit of the sanitary regulations of the State pure food department and equip their markets with modern appliances for serving the public in the best possible manner. It was voted to meet in Wichita next year. The old officers were all re-elected as follows: Emile Gamba, Osage City, president; B. L. Thompson, Herington, secretary; J. D. Smith, Salina, treasurer; vice presidents, S. B. Elledge, Parsons and C. C. Whitton, Hill City. Members of executive board, Bruce Maguire, Ft. Scott; S. B. Elledge, Parsons; C. C. Whitten, Hill City; Fred Garland, Wellington; I. H. Hershey, Olathe, Chanute; C. E. Suttle, Hutchinson.

No action was taken on the much talked of co-operative packinghouse, and little discussion of it even in private and the plan seems dead.

LOCAL AND PERSONAL.

Fire of unknown origin caused loss of \$1,100 to the meat market of William Boller, Lomira, Wis.

Charles Sherman has sold his interest in the meat firm of Sherman & Clauss, Le Roy, N. Y., to John D. Cook.

Nicholas Pastoret has opened a meat market at 1210 Tower avenue, Superior, Wis.

A meat business has been started in East Waterboro, Me., by Mr. Froburge.

The building of the new meat market of the firm Stadola & Filipi at Denver, Colo., has been started.

Emil and William Mouritsen has purchased the meat market in Fenton, Iowa, formerly conducted by their brother, M. C. Mouritsen.

A company has been formed by John and William Mitchell and John McMurtie, and a meat market will be opened at Kensett, Iowa.

W. W. Walsh has purchased the meat markets in Olyphant and Jessup, Pa., formerly conducted by James Reap.

Joseph L. Mulhauser, formerly in the meat business, died at his home, 1703 Court street, Syracuse, N. Y., after a brief illness.

Elmer Bast has opened a meat market in Rockfield, Wis.

Eaver J. McMahon is operating a meat market in connection with his restaurant at Doylestown, Wis.

The addition to Arthur Auger's store in Saxon, Wis., has been completed and will be used as a meat market.

C. C. Malone, who has conducted a meat market in Warren, Ark., for the past few months, has purchased the stock of groceries of the Watt Orton Grocery Company.

J. J. Meehan, formerly the proprietor of the Public Market, will open a market on Water and Church streets, Stonington Court, R. I.

I. McCall has opened a butcher shop in the rear of Hildenbrand's store in Lecompton, Kan.

The Cash Meat Market of Crews Bros., in Weleetaka, Okla., has been taken over by the City Meat Market and the Weleetaka Meat Market.

Mrs. J. O. Shock has opened a meat market in Ford, Kan.

Roy Bacon has sold out his butcher shop in McDonald, Kan., to Copper & Dunham.

J. K. Seaufuse has sold out his meat stock in Lake City, Mich., to James Sanborn.

Gus Schmidt has opened a meat market at 129 Washington street, Manistee, Mich.

Mrs. Philip Nickerson has decided to continue the meat business in Fountain, Mich., established years ago by her late husband.

Curns & Gray have opened in the meat and grocery business at St. Louis, Mich.

M. Owens has opened up a new meat market in Lushton, Neb.

Maelick Bros. have opened a new butcher shop in Hampton, Neb.

John Woblewski has engaged in the meat and grocery business at Oslo, Minn.

Pelt & Pelt have been succeeded in the meat and grocery business at Spokane, Wash., by Smith & Kennedy.

E. K. Armstrong, of Othello, has purchased the meat market at Soap Lake, Wash.

A meat department will be installed in Harry D. Yeomans' grocery store at Ridgway, Colo.

A meat market has been opened in Houston, Mo., by B. C. Meador.

A meat and grocery market will be opened at 2910 Silver avenue, Kansas City, Kan., by E. D. Parks.

The Schultz meat market at 12 Carter Place, Elmhurst, N. Y., has been purchased by John J. Walters.

The Sixth Street Business Men's Association of Cincinnati, Ohio, at a carnival recently held in that street, gave handsome prizes to the best dressed windows. The display of fine meats, poultry, game and table tid bits of E. Huttonbauer & Bro., big hotel supply men at 131 and 133 East 6th street, had the honor of winning second prize. This market has been established for many years.

All the officers of the Ohio Retail Grocers' and Meat Dealers' Association, Newark, Ohio, were re-elected for the coming year. They are: John Devenne, Youngstown, president; George Scharfer, Cleveland, vice-president; A. E. Ashley, Toledo, secretary; Clarence A. Johnson, Newark, treasurer.

Santa Rosa's Free Market, Santa Rosa, Cal., has been opened to the public.

Rudolph F. Lang, a butcher, died at his home, 111 Austin street, Buffalo, N. Y., at the age of seventy-two.

A meat market will be opened at Peshtigo, Wis., by Oscar Marsil.

R. E. Denison has sold his meat market in Belmond, Iowa, to Whitaker Brothers.

Johansen & Jensen have purchased John Bauman's meat market in Massena, Iowa.

John Stock bought the meat market in Mingo, Iowa, formerly conducted by Fred Stein.

Nels & Peter Sondegaard bought the Felt Meat Market, Walnut, Iowa.

The Mutual Grocery and Market Company, Whiting, Ind., has been incorporated with a capital stock of \$5,000 by J. A. Tokarz, Stanley Rokasz and Stanley Sobieszczyk.

Allen Greenwood has opened a meat market at Hollis, Kan.

Benjamin Logan bought a meat market in Gay Mills, Wis.

William Schuft will open a meat market in Hutchinson, Minn.

S. M. Davis bought the Hanson Meat Market in Lambert, Minn.

Patrick Keenan has sold out his meat market in Magnolia, Minn., to O. Helling.

A meat market has been started in Center, Mo., by Helms & Kleisner.

R. M. Cosgrove has purchased George H. Lyman's meat market in Dillon, Mont.

O. L. Pearson has sold his meat market in Doniphan, Neb., to Charles Braman.

W. H. Crippen sold his meat market in Inman, Neb., to J. Fraka.

O. H. Crumley has sold his meat market in Shelton, Neb., to L. E. Weaver.

A meat market in East Troy, Wis., has been purchased by George Henry.

Andrew Wolf, 65 years old and formerly in the meat business, died at his home in Violetville, Md.

A petition in bankruptcy has been filed against Frank Kazlow, a grocer and meat dealer in Schenectady, N. Y.

Henry J. Hervieux has sold his meat market business on Bath street, Ballston Spa, N. Y., to Morris & Company, of Troy, N. Y. Charles A. Shortsleeves, of Troy, will have charge of the market. Mr. Hervieux has purchased Frank Malloy's market on Caroline street, Saratoga Springs, N. Y.

A new meat market, to be known as the Longfellow Market, has been opened in Portland, Me.

A meat market and restaurant has been opened by W. B. Owens in East Atlanta, Ga.

Paul Jones has moved his meat business from Day avenue to the Barnet block, Suffield, Conn.

THE RETAILER'S ENEMY.

I am the Lord High Potentate among the causes of retail failure.

I am sold by the Salesman Who Doesn't Care, who travels for the House That Doesn't Know.

The salesman's only concern is his commission: the house never looks me up to find what becomes of me.

The merchant who buys me seldom knows if I am really needed. After I have been with him a while, we get to be quite old friends, although he hates to see me so often. Sometimes he even forgets that I am around the place at all, for he has no record of me.

I am glad that he does not keep any records, for if he did I would never have a comfortable place on his shelves or in his warehouse to rest. I would never have the company of congenial friends I found here, some of whom came long before I did.

When my owner finds himself short of cash and doesn't know where he's going to raise money to pay his bills and buy new goods, I chuckle fiendishly, for I own that secret. I could tell him how to release a lot of his capital, but that would never do for it would mean that I and others of my kind would have to move.

Sometimes my owner knows I am staying longer than I should. Then he worries—but he doesn't do anything. He's afraid to lose a little money on me, so I settle down into the dust on the shelf and make him lose profit and everything before I'm through.

For every day I linger about his store, I represent a bigger investment. It costs money to give me a home and let me idle away the days and weeks. The funny part of it is that my boss seldom knows just what it costs to keep me. If he did, I'm afraid I wouldn't stay in one place long.

Once in a while some trade storekeeper wakes me up, puts me into the window and forces me onto an unsuspecting customer. That's my funeral.

In other cases, my boss has to go out of business, and then the bankruptcy court sends around a trustee to get rid of me at any price. That's my owner's funeral.

I did more than anything else to send 16,000 retailers to ruin last year, and I made a half a million others lose a fortune.

I am an enemy of the good merchandiser, the advertiser and the inventory. The good merchandiser won't buy me if he can possibly help it, and he absolutely refuses to keep me. The advertiser and the inventory are too likely to show me up.

I am the cause of the bargain sale: the reason why some stores look like junk shops; the means of merchants losing cash discounts and good credit ratings.

I personify heavy investment, overbuying, overhead expense, cut prices, worry and bankruptcy.

Who am I? I am the Sticker, the Shelf-warmer, the left-over—the nameless merchandise that the public doesn't want and which can only be marketed by a genius.—Intern-state.

New York Section

F. M. Brooks, of Armour & Company's beef department at Brooks avenue, is home ill.

P. P. Field, Swift & Company's manager at Albany, was a visitor at the New York offices this week.

Swift & Company's sales of beef in New York City for the week ending October 21 averaged as follows: Domestic beef, 11.25 cents per pound.

Nelson R. Mounts, 302 West Twenty-second street, manager of a provision department, has filed a petition in bankruptcy with \$6,822 liabilities and no assets.

Speaking of prices, there has been a drop in meats at wholesale markets during the week, which stimulated buying considerably and helped relieve temporary over-supplies.

Arthur Plaut, of Brooklyn, recently convicted of bribing a health board meat inspector to pass unsatisfactory meat, and sentenced to Sing Sing, will have to serve his time as the certificate of reasonable doubt asked for has been denied.

Meyer Kornblum, the well-known commission dealer at Grace avenue and West street, where he has dealt in beef, mutton, lamb and pork for many successful years, has admitted to partnership Joseph Gerstenfeld, who has had a long experience in the retail butcher business.

The bids for renovating the Fulton Market building, not into a market again, but as a business building, exceeded by \$7,000 the appropriation of \$30,250, and nothing is likely to be done by the city to this ancient landmark. It is an eyesore to the people in the vicinity, who would like to see a park at that site.

Armour & Company's employees in the metropolitan territory will give their second annual ball at Reisenweber's, January 27, 1917. The committee in full charge are F. C. Lester, chairman; C. H. Wilson, F. Beuermann, H. G. Mills, T. F. Hart, F. H. Keppler, S. J. Falkin, F. Peters, M. Katz, H. G. Black and W. C. Cardwell.

The newspaper story of 40 cents to 45 cents a pound for Thanksgiving turkey is laughed at in poultry circles. Dealers are not making predictions of prices yet, but expect with big demands as a result of the general prosperity and only moderate supplies the price for prime poultry may have an upward trend. How much the rise, if any, will be it is too early to guess.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending October 21, 1916, by the New York City Department of Health: Meat.—Manhattan, 596 lbs.; Brooklyn, 10,292 lbs.; Bronx, 16 lbs.; Queens, 12 lbs.; total, 10,916 lbs. Fish.—Manhattan, 536 lbs.; Richmond, 10 lbs.; total, 546 lbs. Poultry and Game.—

Manhattan, 25 lbs.; Bronx, 8 lbs.; total, 33 lbs.

Newark is in the throes of an earlier closing movement again. The union employees of butcher shops have canvassed many retail meat dealers and had many favorable replies, but unless the agreement to close is nearly unanimous obviously it would hurt the trade of those who close early. The men say they will win their point by winter, and all shops will close at 6 p. m. five days, and 9 p. m. Saturdays and stay shut Sundays. Many butchers are aiding the men in their agitation.

Fifteen butchers faced Justices Edwards, Herbert and Freschi in the Court of Special Sessions this week on a charge of selling meats falsely represented to be kosher. The case against Herman Goldberger, 200 Second avenue, was chosen to test the law, by agreement between Assistant District Attorney Unger and Charles G. F. Wahle attorney for defendants. The grounds of the defense was that the law is unconstitutional. It was said, too, that neither the Rabbinical, Mosaic or State laws prohibited the sale of "trefah" or forbidden with kosher meats, as alleged. Decision was reserved.

In spite of the newspaper announcement of Commissioner Dillon, who has had charge of the producer's fight for better milk prices, that he had arranged with some 200 retail meat markets to act as deliverers of milk for up-State co-operative milk shippers, no retailer of meats could be located who knew anything of the matter. It was all news to those approached on the subject. President Grismer of the New York State Master Butchers' Association said he knew nothing about any such plan and would be very much surprised if New York City butchers went into the milk business in any way or to any degree. Maybe the commissioner's wish fathered the thought. At any rate the city retailers appear not to have fallen for the plan.

RETAILERS AND "TRADE ACCEPTANCES."

Very few retail merchants are familiar with the new financial system that has grown up in this country during the last two years, thinking that it does not affect them in any important way. There is one phase of it, however, which very directly affects them and it is that part of the Federal Reserve Act which creates what are known as "Trade Acceptances." A "Trade Acceptance" is practically a new form of negotiable paper which, undoubtedly, a large number of retail merchants will be asked to sign, particularly after the system gets underway a little more.

In form, "Trade Acceptance" is somewhat like an ordinary draft. The method of using it is as follows: A jobber sells a retailer a bill of goods. The ordinary terms upon such a transaction would be 1 or 2 per cent. discount in 10 days, net 30 days.

Up to now the entire transaction has consisted of sending the buyer a notice and charging the bill to him in the seller's books. If the buyer was one who did not discount, the seller would have to go without his money for 30 days, perhaps longer, or sell the account to one of the commercial credit agencies or trust companies who make it a business to buy Accounts Receivable from wholesale dealers.

The use of the "Trade Acceptance" introduces an entirely new method. When the jobber makes the sale he sends to the buyer an acceptance form. In a sense it is an agreement in writing by the buyer to pay the bill on a certain date. Of course, no agreement was necessary in order to bind the buyer to the seller, because the order which he had given for the goods bound him to pay for them.

The object of the "Trade Acceptance" is to furnish something in writing which the seller can have discounted. The buyer merely signs the "Trade Acceptance," agreeing to pay his bill on a certain date, and sends it back to the seller. When the time comes to pay, the buyer is given notice.

With the written acceptance in his hand the seller can go to his bank and discount it just as he would a promissory note. Before he does so he must endorse it so that the bank is perfectly safe in advancing the money upon it. Not only does it bear the name of a responsible retailer, but it also bears the name of a responsible jobber. Thus there is double security. The bank discounts the "Trade Acceptance" just as it would a note and then goes to the Federal Reserve Bank and itself pledges it there or rediscounts it.

It is expected that the new idea will very greatly benefit both the seller and the buyer. It benefits the seller because it gives him practically cash in hand for all of his accounts receivable. He can discount "Trade Acceptances" at his bank a good deal more cheaply than he can sell the accounts to a commercial credit house. It will benefit the buyer because the retailer who signs "Trade Acceptances" is benefiting his jobber almost as much as if he discounted his bills, and he will, therefore, be apt to be regarded as a customer to be preferred.

The Federal Reserve Banks are so anxious to popularize this class of paper that they authorize banks to discount it at preferential rate of $\frac{1}{2}$ of 1 per cent. less than the regular rediscount rate for single name commercial paper.

There is one phase of the subject which has not been touched upon. A retailer should be very careful not to sign a "Trade Acceptance" until he is sure the account is right. If he signs a "Trade Acceptance" and afterwards finds that the account which is covered by it is incorrect, or if some of the goods are missing, or wrong in some way, he will still be bound to pay the amount covered by the "Trade Acceptance" in spite of that.—*Modern Merchant and Grocery World.*

HEARN

West Fourteenth St., New York

NO MEATS GROCERIES LIQUORS BUT EVERYTHING IN DRY GOODS AND APPAREL

YORK MANUFACTURING CO.'S SALES.

(Continued from page 35.)

F. P. Ake, meats, Mountain Home, Idaho; one 2-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Dixie Refining Company, Memphis, Tenn.; one 12-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

W. H. Sanborn, ice cream, Belmont, N. Y.; one 4-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Andrew Aniol, saloon, Hegewisch, Ill.; one-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Kern Street Meat Market, Tulare, Cal.; one 2-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Sessions Ice Cream Company, Fon du Lac, Wis.; one 15-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Macken Brothers, meat market, Pittsfield, Mass.; one 4-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Kitchi Gammi Club, Duluth, Minn.; a one-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete. This is the second machine for this club this season.

E. A. Jeans & Company, produce, Ballinger, Tex.; one 8-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Cadillac Produce Company, Cadillac, Mich.; one 20-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

American Milk Products Company, Juneau, Wis.; one 20-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Buffalo Cement Company, groceries, Buffalo, N. Y.; one 4-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete. This installation was made by the Wegner Machine Company, of Buffalo, N. Y.

C. Stauffecker, meat market, Foley, Minn.; one 4-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Goodrich Dairy Association, Goodrich, Mich.; one 4-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete. This is the second machine installed for these parties this season.

Cambria Meat Company, Mount Union, Pa.; one 2-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Niagara Alkali Company, Niagara Falls, N. Y.; one 20-ton vertical single-acting belt-driven enclosed type refrigerating machine and

high-pressure side complete.

J. Heinz, meats, Hamilton, Ohio; one 2-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

M. F. Jurick, Allentown, Pa.; one 6-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete. This installation was made for the Allen Candy Company, of Weatherly, Pa.

G. Amsinck, New York, N. Y.; one 6-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

A. M. Ross, dairy, Cincinnati, Ohio; one 2-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

New Cochran Hotel Company, Washington, D. C.; a one-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

J. H. Evans Confectionery and Ice Cream Parlor, restaurant, Everett, Pa.; one 4-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Highland Hall Seminary, Holidaysburg, Pa.; a one-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

Merchants' Cold Storage & Ice Manufacturing Company, Richmond, Va.; one 8-ton vertical single-acting belt-driven enclosed type refrigerating machine and high-pressure side complete.

CHICAGO LIVESTOCK MARKET.

(Continued from page 31.)

ahead can be seen an advance to a much higher range of values on all stock that is suitable for killing purposes. The sheep-house is well populated with farmers and feeders who have waited too late to lay in their supplies from the "bargain counter." Some consignments of sheep and lambs that went out from the different markets early in the season are coming forward and most of them lack the finish that stimulates competition among slaughterers' agents. It is true that stock cannot be held profitably unless there is ample feed and shelter, but holders of good sheep, lambs and yearlings, that let go of them in an unfinished condition, provided they are situated to hold to advantage, will no doubt realize their mistake when they look over the mid-winter range of values. Wednesday's estimate of receipts was 23,000 head and early lamb sales looked 10@15c. higher than the previous session. We quote: Westerns—Good to choice lambs, \$10.35@10.65; fat yearlings, \$8.50@9; good to choice wethers, \$8@8.25; fat ewes, \$7.10@7.25; feeding lambs, \$10@10.35; feeding yearlings, \$8.35@8.60; feeding wethers, \$7.40@7.60; feeding ewes, \$6@6.50; yearling breeding ewes, \$9.50@10. Natives—Good to choice lambs, \$10.35@10.60; poor to medium, \$9.75@10.25; poor to medium, \$6.50@7; culs, \$5@6; breeding ewes, \$8@9.25.

More Cleaning Service

You obtain more real cleaning service, a better quality of cleanliness and a greater amount of satisfaction at less cost from the use of

Wyandotte
Sanitary
Cleaner and Cleanser

than is possible from any other cleaning agent used in the packing house or meat shop.

These results are positively guaranteed. Order from your regular supply man, or if further information is desired, kindly write us.

THE J. B. FORD CO.,
Sole Mnfrs.,

Wyandotte, Mich.
This Cleaner has been awarded the highest prize wherever exhibited.

IT CLEANS CLEAN



In Every Package

NEW YORK MARKET PRICES

LIVE CATTLE.

Ordinary to choice steers.....	\$6.95@ 9.65
Oxen and stags.....	7.00@ 7.75
Bulls.....	4.50@ 6.50
Cows.....	3.00@ 6.25

LIVE CALVES.

Live calves, Indiana, per 100 lbs.....	@ 6.65
Live calves, yearlings.....	@ 4.65
Live calves, fed.....	—@—
Live calves, culs, per 100 lbs.....	—@—

LIVE SHEEP AND LAMBS.

Live lambs, ordinary to fair.....	10.00@ 10.85
Live lambs, yearlings.....	—@—
Live lambs, culs.....	@ 8.50
Live sheep, ewes.....	6.00@ 7.00
Live sheep, culs.....	3.50@ 4.00

LIVE HOGS.

Hogs, heavy.....	@ 10.15
Hogs, medium.....	10.20@ 10.35
Hogs, 140 lbs.....	9.90@ 10.35
Pigs.....	9.60@ 9.85
Roughs.....	8.85@ 9.00

DRESSED BEEF.

CITY DRESSED.

Choice native heavy.....	.15 @ 15 1/2
Choice native light.....	.14 1/2 @ 15
Native, common to fair.....	.13 @ 14

WESTERN DRESSED BEEF.

Choice native heavy.....	@ 15 1/2
Choice native light.....	.15 @ 15 1/2
Native, common to fair.....	.14 1/2 @ 15
Choice Western, heavy.....	@ 14
Choice Western, light.....	@ 12
Common to fair Texas.....	@ 10 1/2
Good to choice heifers.....	@ 11
Common to fair heifers.....	@ 10 1/2
Choice cows.....	@ 10
Common to fair cows.....	@ 9 1/2
Fleshy Bologna bulls.....	.9 1/2 @ 10 1/2

BEEF CUTS.

Western.....	City.
—@—	18 @ 20
No. 1 ribs.....	14 1/2 @ 15
No. 2 ribs.....	11 1/2 @ 12
No. 3 ribs.....	12 @ 14
No. 1 loins.....	18 @ 19
No. 2 loins.....	14 1/2 @ 15
No. 3 loins.....	11 1/2 @ 12
No. 1 hinds and ribs.....	17 @ 18
No. 2 hinds and ribs.....	16 @ 16
No. 3 hinds and ribs.....	14 @ 15
No. 1 rounds.....	13 @ 13 1/2
No. 2 rounds.....	11 @ 12
No. 3 rounds.....	10 1/2 @ 11
No. 1 chuck.....	12 1/2 @ 13
No. 2 chuck.....	11 @ 12
No. 3 chuck.....	9 1/2 @ 10

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	@ 18 1/2
Veals, country dressed, per lb.....	@ 17 1/2
Western calves, choice.....	@ 17
Western calves, fair to good.....	@ 14
Grassers and buttermilks.....	@ 11

DRESSED HOGS.

Hogs, heavy.....	@ 13 1/2
Hogs, 180 lbs.....	@ 13 1/2
Hogs, 160 lbs.....	@ 13 1/2
Hogs, 140 lbs.....	@ 14 1/2
Pigs.....	@ 14 1/2

DRESSED SHEEP AND LAMBS.

Spring lambs, choice.....	@ 16
Lambs, choice.....	@ 15
Lambs, good.....	@ 14 1/2
Lambs, medium to good.....	@ 14
Sheep, choice.....	@ 14
Sheep, medium to good.....	@ 13
Sheep, culs.....	@ 11

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs, avg.....	@ 21
Smoked hams, 12 to 14 lbs, avg.....	@ 21
Smoked hams, 14 to 16 lbs, avg.....	@ 21
Smoked picnics, light.....	@ 14 1/2
Smoked picnics, heavy.....	@ 14 1/2
Smoked shoulders.....	@ 14 1/2
Smoked bacon, boneless.....	@ 20
Smoked bacon (rib in).....	@ 18
Dried beef sets.....	@ 28 1/2
Smoked beef tongue, per lb.....	@ 30
Pickled bellies, heavy.....	@ 17

THE NATIONAL PROVISIONER.

FRESH PORK CUTS.

Fresh pork loins, city.....	21 @ 23
Fresh pork loins, Western.....	19 @ 21
Frozen pork loins.....	17 @ 18
Fresh pork tenderloins.....	22 @ 23
Frozen pork tenderloins.....	24 @ 24
Shoulders, city.....	18 @ 18
Shoulders, Western.....	18 1/2 @ 18
Butts, regular.....	18 @ 18
Butts, boneless.....	20 @ 20
Fresh hams, city.....	18 1/2 @ 19
Fresh hams, Western.....	18 @ 18
Fresh picnic hams.....	15 @ 15

BONES, HOOFs AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 lbs.....	73.00 @ 80.00
Flat shin bones, avg. 40 to 45 lbs. per 100 lbs.....	65.00 @ 70.00
Black hoofs, per ton.....	@ 30.00
Striped hoofs, per ton.....	@ 40.00
White hoofs, per ton.....	60 @ 65.00
Thigh bones, avg. 85 to 90 lbs. per 100 lbs.....	85.00 @ 90.00
Horns, avg. 7 1/2 oz. and over, No. 1's.....	125.00 @ 150.00
Horns, avg. 7 1/2 oz. and over, No. 2's.....	75.00 @ 75.00
Horns, avg. 7 1/2 oz. and over, No. 3's.....	50.00 @ 50.00

BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C. trim'd, 21.....	@ 22c.
Fresh steer tongues, untrimmed.....	@ 16c.
Fresh cow tongues.....	@ 15c.
Calves' heads, scalded.....	@ 6c.
Sweetbreads, veal.....	40 @ 35c.
Sweetbreads, beef.....	25 @ 30c.
Calves' livers.....	@ 25c.
Beef kidneys.....	14 @ 15c.
Mutton kidneys.....	@ 10c.
Livers, beef.....	11 @ 13c.
Oxtails.....	10 @ 12c.
Hearts, beef.....	9 1/2 @ 10c.
Rolls, beef.....	18 @ 20c.
Tenderloin, beef, Western.....	30 @ 35c.
Lamb's fries.....	8 @ 10c.
Extra lean pork trimmings.....	@ 20c.
Blade meat.....	@ 17c.

BUTCHERS' FAT.

Ordinary shop fat.....	@ 4 1/4
Suet, fresh and heavy.....	@ 7
Shop bones, per cwt.....	25 @ 35

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	*
Sheep, imp., medium wide, per bundle.....	*
Sheep, imp., medium, per bundle.....	*
Sheep, imp., narrow, per bundle.....	*
Hog, free of salt, tea, or bbls., per lb., f. o. b. New York.....	@ 50
Hog, extra narrow, selected, per lb.....	@ 70
Hog, middles.....	@ 12
Beef rounds, domestic, per set, f. o. b. New York.....	@ 13
Beef rounds, export, per set, f. o. b. New York.....	@ 18
Beef bungs, piece, f. o. b. New York.....	@ 15
Beef middles, per set, f. o. b. New York.....	@ 40
Beef weasands, No. 1s, each.....	@ 7 1/2
Beef weasands, No. 2s, each.....	@ 4
Beef bladders, small, per doz.....	@ 75

*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

SPICES.

Pepper, Sling., white.....	22 1/2 @ 24 1/2
Pepper, Sling., black.....	18 1/2 @ 20 1/2
Pepper, Penang, white.....	22 @ 24
Pepper, red.....	22 @ 25
Allspice.....	6 @ 5 1/2
Cinnamon.....	21 @ 25
Coriander.....	10 @ 12
Cloves.....	19 @ 22
Ginger.....	18 @ 21
Mace.....	65 @ 60

SALTPEPETRE.

Refined.....	30 @ 31
GREEN CALFSKINS.	
No. 1 skins.....	@ 41
No. 2 skins.....	@ 39
No. 3 skins.....	@ 28
Branded skins.....	@ 32
Ticky skins.....	@ 33
No. 1 B. M. skins.....	@ 39
No. 2 B. M. skins.....	@ 21
No. 1, 12 1/2-14.....	@ 4.40
No. 2, 12 1/2-14.....	@ 4.15

No. 1 B. M., 12 1/2-14.....	@ 4.15
No. 2 B. M., 12 1/2-14.....	@ 4.45
No. 1 kips, 14-18.....	@ 4.65
No. 2 kips, 14-18.....	@ 4.40
No. 1 B. M. kips, 14-18.....	@ 4.40
No. 2 B. M. kips.....	@ 2.25
No. 1 heavy kips, 18 and over.....	@ 5.10
No. 2 heavy kips, 18 and over.....	@ 4.85
Branded kips.....	@ 3.50
Heavy branded kips.....	@ 4.50
Ticky kips.....	@ 3.50
Heavy sticky kips.....	@ 4.50

DRESSED POULTRY.

TURKEYS.	
Fresh killed, dry-packed—	
Spring broiling, 2 1/2 to 3 lbs. each.....	30 @ 32
Spring, 6 to 7 lbs. each.....	23 @ 26
Old hens, dry-pk'd., avg. best.....	@ 30
Old toms, scalded.....	27 @ 29
Old toms, dry-pk'd.....	@ 30

CHICKENS.

Fresh, dry-packed, 12 to box—	
Western, milk fed, 17 lbs. to doz. and under, lb.....	@ 32
Western, milk fed, 18 to 24 lbs. to doz.....	@ 31
Western, milk fed, 26 to 30 lbs. to doz.....	@ 30
Western, milk fed, 31 to 36 lbs. to doz.....	@ 26
Western, corn fed, 17 lbs. and under to doz.....	@ 30
Western, corn fed, 18 to 24 lbs. to doz.....	@ 29
Western, corn fed, 26 to 30 lbs. to doz.....	@ 27
Western, corn fed, 31 to 36 lbs. to doz.....	@ 24

FOWLS.

Fowl—12 to box, dry-packed—	
Western, boxes, 60 lbs	

1/4
1/2
1/6
1/8
1/9
2
3
7/8
5/9
1
-
3 1/2
8 1/2
-
-
5 1/2
6 1/2
5
12 1/2
2
10
18
15
29
29
00
00
70
00
00
100
00
100
135
1.00
1.00